

GRAIN DEALERS' JOURNAL

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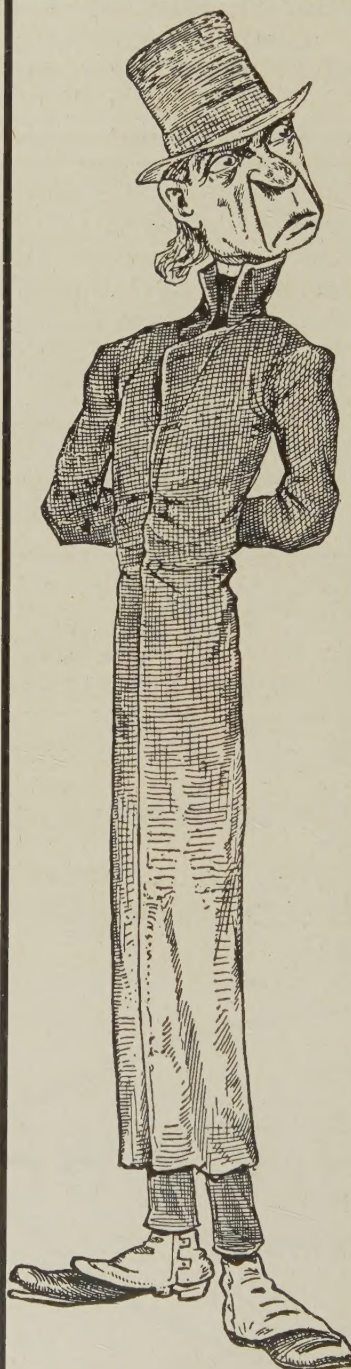
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(Form 97)

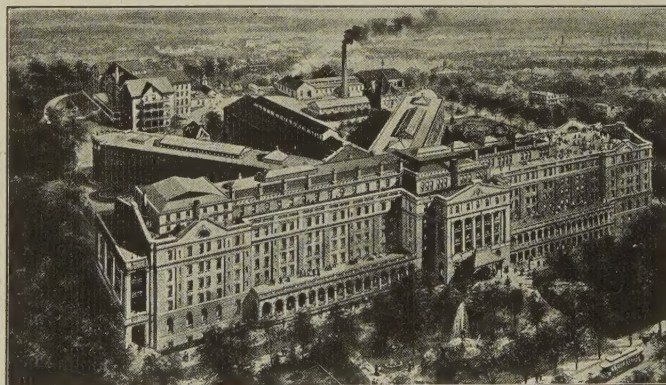
is sheets of bond paper ruled to facilitate keeping a daily record of the market prices of options on 'Change. Each sheet or chart is headed

"Board of Trade Quotations for Week Commencing Monday—190—". Each sheet has twelve columns provided for different options, four for Wheat, four for Corn and four for Oats; also spaces for the market on each at 9:30, 10, 11 and 12 o'clock and the close, as well as the closing price the previous week.

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England, Chas., & Co., grain, hay.
Hammond & Snyder, receivers, exporters.
Hax, G. A., & Co., grain, hay, seeds.
Hopps, William, Grain & Hay Co., grain.
Kirwan Bros. Grain Co., grain commiss'n.
Loane, J. A., & Co., grain and hay.
Manger, J. A., & Co., grain, hay, seed.
Steen, E., & Bro., hay, straw grain.

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McLane, Swift & Co., grain buyers.

BOSTON, MASS.

Ronald, Thomas, grain and mill feed.
Yantis, J. A., grain.

BUFFALO.

Alder, W. W., strictly commission.
Buffalo Cereal Company, grain.
Burns Bros., grain commission.
Gallagher, W. B., damaged grain.
Heathfield & Washburn, grain and feed.
Irwin, Dudley M., barley.
Waters, Henry D., grain commission.
Watkins & Company, grain and feed.
Yantis, S. W., grain and feed.

CAIRO, ILL.

Halliday, H. L., Milling Co., grain.

CHICAGO.

Armour Grain Co., grain buyers.
Ash, I. N., & Co., grain and seeds.
Bartlett, Frazier & Co., grain.
Beckwith, W. L., & Co., grain.
Bentley-Jones Grain Co., grain commission.
Bridge & Leonard, Commission Merchant.
Calumet Grain & Elevator Co., commission.
Carrington, Patten & Co., grain merchants.
Counsellman, Willis, & Co., commission.
Crighton & Co., grain commission.
Everingham, L., & Co., grain, seeds.
Finney, Sam, commission.
Fraser, W. A., Co., grain commission.
Freeman, H. H., & Co., grain, hay, straw.
Gerstenberg & Co., grain, seeds.
Goemann Grain Co., grain buyers.
Heeman, Edward G., Commission.
Hemmelgarn, H., & Co., commission.
Hoit, Lowell & Co., grain receivers.
Hulburd, Warren & Co., grain commission.
Irwin, Green & Co., grain commission.
Johnson, W. F., & Co., grain, seeds.
Lasier & Hooper, receivers and shippers.
Mackenzie, J. P., cash grain.
Merritt, W. H., & Co., grain, seeds.
Mumford, W. R., Co., commission.
Rogers, H. W., & Bro., grain and seeds.
Rosenbaum Bros., receivers, shippers.
Rosenbaum, J., Grain Co., receivers, ship'rs.
Rumsey & Company, grain commission.
Sidwell, Geo. H., & Co., grain commission.
Smith, James P., & Co., grain.
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Warner & Wilbur, grain commission.
Wagner, E. W., receiver and shipper.
Ware & Leland, grain, seeds.
Weare Grain Co., commission.
West, John, & Co., grain, seeds.
Wetmore, H. D., & Co., commission.
Winans, F. E., grain and seeds.

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McCord & Kelley, track buyers, shippers.
Scott & Woodrow, grain and hay shippers.
Seeds Grain Co., grain and hay.
Tingley Bros., grain, hay, chop feed.

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Schaeffer & Boroff, grain shippers.

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Reinhardt, Geo. N., & Co., hay, grain.

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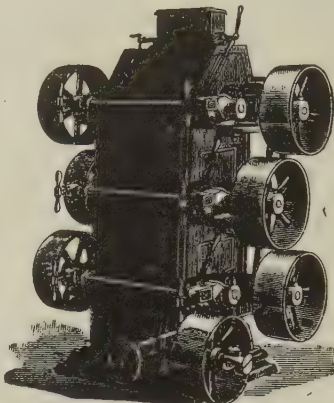
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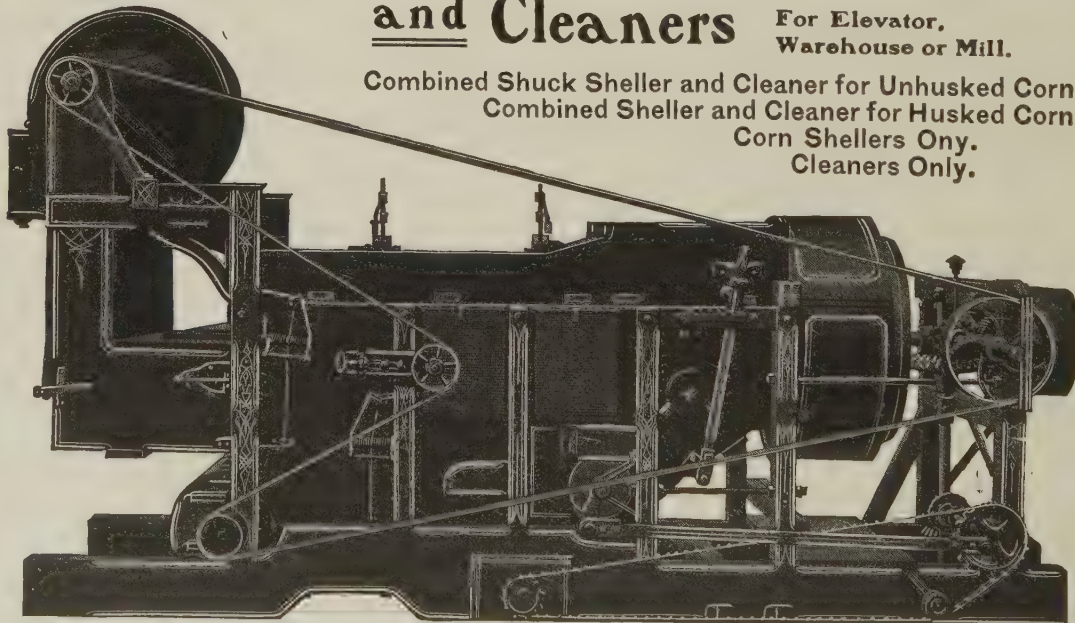
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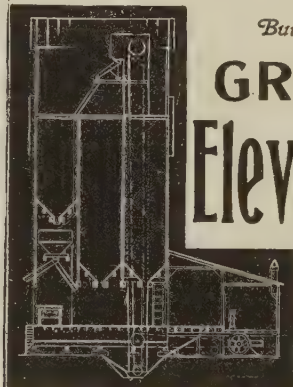
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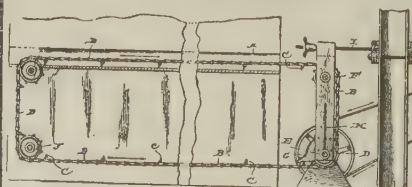
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IF YOU INTEND TO BUILD A GRAIN ELEVATOR

You will profit by examining my plans of conveniently arranged houses. I study to economize space, labor and power. Complete elevators of any capacity built under one contract.

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DESIGNERS AND BUILDERS OF
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ELEVATOR
BUILDERS

804 THE TEMPLE

Plans and Specifications a Specialty. CHICAGO

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Grain Elevator
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Plans and specifications for a modern grain elevator of any capacity, furnished free of charge to parties who will purchase the necessary elevator machinery and supplies from me. All material will be guaranteed to be the best grade and the prices the lowest.

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Does away with the fire hazard and pays for itself
by saving insurance premiums.

We build Grain Elevators of every description.

BARNETT & RECORD CO.

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S. H. TROMANHAUSER,

DESIGNER AND BUILDER

Grain Elevators

Fireproof Brick Construction a Specialty.
Country or Terminal Elevators in Any Design or Capacity.
Write for Plans and Estimates.

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A Perfect Grain Elevator. New Design, Price Moderate.

Address L. H. HODGMAN, who is able to refer to every firm or individual for whom he has ever done a job.

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L. O. HICKOK

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Builder of Up-to-date

GRAIN ELEVATORS

Thirty years' experience. Get my estimates.

Steel Storage & Elevator Construction Co.

BUILDERS OF

Fire Proof Steel Grain Elevators

BUFFALO, NEW YORK

Send for illustrated catalog on fire proof steel grain elevators.



THE SECKNER CO.,

Designers and
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Contracts taken for all kinds of heavy
Work. Estimates furnished if desired.

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ALL KINDS.

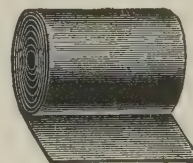
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CHICAGO, ILL.

BELTING

FOR
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AND
ELEVATORS
ALSO
Fire Hose,
Packing, etc.



We furnished the belting for the Pioneer
Steel Elevator. Let us figure with you.

GUTTA PERCHA & RUBBER MFG. CO.,
96-98 LAKE ST., CHICAGO.

BROWN & MILLER, Managers.

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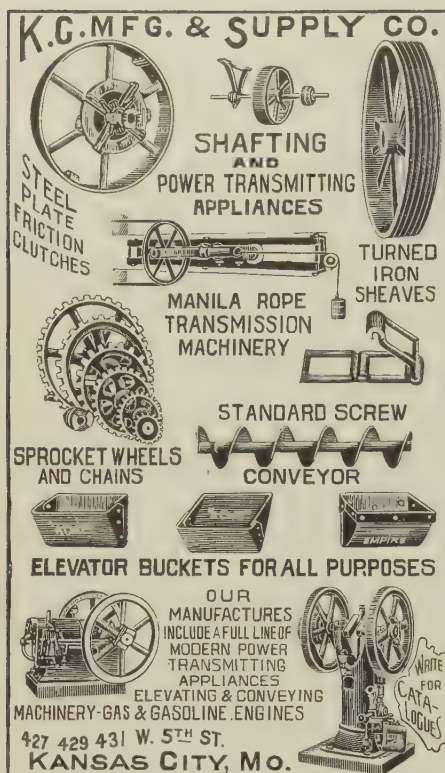
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CHICAGO.

GRAIN ELEVATOR SUPPLIES.

K.C.MFG. & SUPPLY CO.



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TURNED IRON SHEAVES

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SPROCKET WHEELS AND CHAINS

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OUR MANUFACTURES INCLUDE A FULL LINE OF MODERN POWER TRANSMITTING APPLIANCES ELEVATING & CONVEYING MACHINERY-GAS & GASOLINE ENGINES

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A Full Line of ELEVATOR Machinery
In STOCK for PROMPT SHIPMENT

Power Grain Shovels, Conveyors, Rope Drives,
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WRITE US

If You Don't

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We Both Lose Money

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SUPPLIES

H.L.Thornburgh & Co.

Chicago, Ill.

ELEVATOR BUCKETS

The Fuller Patent Steel Bucket is
stronger, will carry more and make
better delivery than any other.



MADE BY

Cleveland Elevator Bucket Co.,
Cleveland, Ohio.

Why should you use our new chain feeder
in preference to any other?

BECAUSE STRENGTH CONQUERS

and the price is right. Send specifications
for complete elevator equipments.

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All kinds of Account Books, Grain Tables, Cipher
Codes, on sale at *Grain Dealers Journal*, 10 Pacific
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CATALOG
FREE

BUY A "BOSS"

When properly installed and operated always give satisfaction.

Mattoon, Ill., April 7, 1903.

Maroa Mfg. Co., Maroa, Ill.

Gentlemen: Replying to your favor of the 4th we beg to advise that we have been using three of your "Boss Car Loaders" for two years and we can emphasize our approval of them in no greater way than to say that you may ship us another to Dorans, Ill.

We will advise you later as to the speed of the pulleys, etc. We will not wait it shipped until about the first of May. If this recommendation is not strong enough you have our consent to put our fullest endorsement to anything you may care to write.

Yours truly,

MATTOON ELEVATOR CO.

Made by **Maroa Mfg. Co.,** Maroa, Ill.

"The Special Car Mover"

IS PUTTING IT MILD

"The Special Train Mover"

IT SHOULD BE STYLED



SHIPPED ON TRIAL

Does not work on rail and expend its power at nearly dead center, but has advantage of full length of crank or radius of wheel. Moves a car 6 to 12 inches at each stroke on a level track. Price \$5.00 F. O. B. Odebolt, Iowa. Shipped C. O. D., subject to 10 days' trial and acceptance.

THE CONVEYOR CAR LOADER

Leads in its line. Carries grain from chutes that are low down and any distance from track. The new plan rope-drive connections furnished solves problem of loading from any number of chutes. Shipped on trial.

THE INCLINE ELEVATOR AND DUMP

and Storage System is the best and cheapest ear corn and small grain storage. Grain dealers, feeders and farmers plants solve the problem of cribbing ear corn, etc., without shoveling. Attracts the most profitable part of the business. Write for full particulars.

IOWA GRAIN & MFG. CO., Odebolt, Ia.

GRAIN ELEVATOR SUPPLIES.

A GRAIN SPOUT

That will load cars without shoveling.

It is worth its weight in gold.

It will save you in labor all it costs in less than a month.

Send for Prices to

H. SANDMEYER & CO., Peoria, Ill.



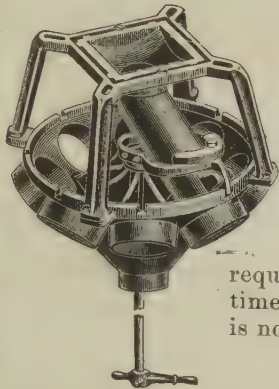
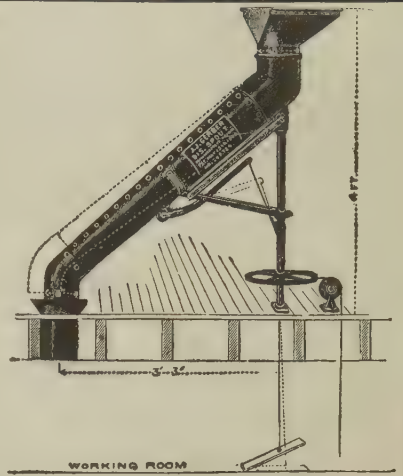
The Gerber No. 2

Improved Distributing Spout, is a winner, and the leading spout on the market to-day. It is simple in construction, durable, and will prevent mixing grain.

U. S. Patents May 15, 1900; Feb. 18, 1902.
Canadian Patent, August 14, 1900.

ELEVATOR SPOUTING A SPECIALTY.

JAMES J. GERBER
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Mixing Grain

in a country elevator, at the point of distribution, is a costly business. It can only be prevented by using the

Hall Overflow Signalling System

We control all patents by which it can be accomplished. Besides this it takes less room in a cupola, requires less spouting to bins, and will outlast the lifetime of an elevator, or a dozen ordinary devices. It is not only the cheapest in the long run, but the best.

Send for Booklet "B"

Hall Distributor Co., 222 First National Bank, Omaha, Nebr.

Turned Iron Sheaves

Any Diameter.
Any Number Grooves.

Large Orders and
Foreign Shipments a
Specialty.

DOWNIE-WRIGHT MFG. CO.
P. A. KILNER, Manager
YORK, : : NEBRASKA.

The grain trade's accepted medium for "Wanted" and "For Sale" ads. is the GRAIN DEALERS JOURNAL of Chicago, because such ads. placed in it bring quick returns.

Secured Position.

Maurice Garrison of Atlantic, Iowa, writes: The first issue of the Grain Dealers Journal located me in a good position; and I have had several offers of good positions since from the advertisement.

WHEN YOU WANT ANYTHING IN THE LINE OF Machinery, Belting or Supplies

It Will Pay You (and Us) to get our Prices.
Good Stock, Prompt Shipments, Try Us

MIDLAND MACHINERY CO.,
309 3rd St. South. Minneapolis, Minn.

The "OHIO"

Grain and Seed Cleaner

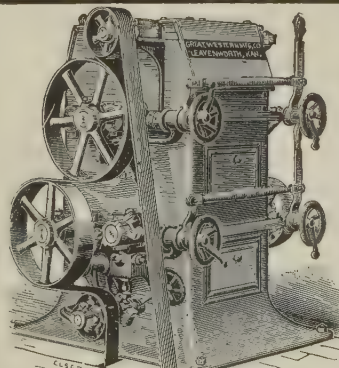
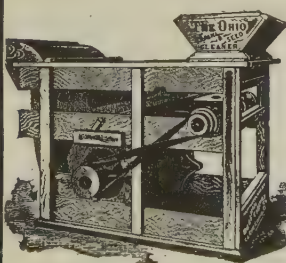
From 50 to 1,000 Bushels per Hour Capacity.

Sold on Its MERITS.

Machines sent on 30 days' trial.

It will clean any seed or grain that grows. Get our Catalog of Hand and Power machines.

BEELMAN CABINET CO.
36 Columbus St., Cleveland, O.



ELEVATOR MACHINERY—SUPPLIES

Our Stock is large and complete.
Can serve you promptly.

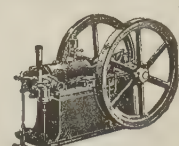
GREAT WESTERN MFG. CO.

LEAVENWORTH, KANS.
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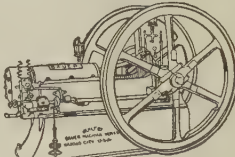
POWER FOR GRAIN ELEVATORS.



THE Columbus Gas and Gasoline Engines.
Simple, effective, easily started and adjusted.
Columbus Machine Co.
COLUMBUS, OHIO.
Send for Catalog No. 39



BRUNNER ELEVATOR ENGINE FOR GRAIN ELEVATORS
From 1 to 30 H. P.
Write for descriptive circular.
CHARLES BRUNNER, Mfr
PERU, ILL.



BAUER GASOLINE ENGINES
Are perfectly adapted to the needs of grain elevator men. Write for description. Other engines taken in exchange. (Send for list of rebuilt second-hand engines.)
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THE CHEAPEST POWER PLANT ON EARTH
Is the Gasoline Engine. Learn something to your advantage about
McMullin Engines
by writing us. Catalog and prices on application.
McMullin Motive-Power and Construction Co.
404 Royal Insurance Bldg., CHICAGO.




Gasoline Engines,
Grain Cleaners,
Wagon, Hopper,
Portable, Dump Scales,
Elevator Supplies.

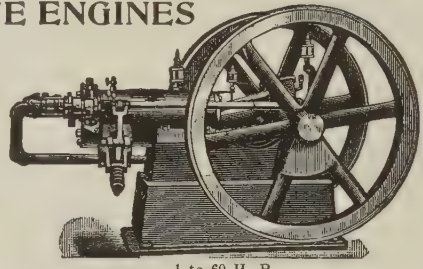
Write for Catalog of Complete
Elevator Equipment.

C. D. HOLBROOK &
CO.
Minneapolis, Minn.

HOWE SCALES AND HOWE ENGINES
Can you get anything better?
Can you get anything as good?
INVESTIGATION WILL DETERMINE.
Grain Testers, Grain Scoops, Bag Holders, Car Starters, Conveying and Elevating Machinery.
CATALOGS.



The Ball-Bearing Scale.



1 to 60 H. P.
Wagon, Dump, Hopper,
and Grain Scales.
Double or Compound Beams.
Steel Frames.


St. Louis, Kansas City,
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Borden & Selleck Co., Chicago, Ill.

If You Want

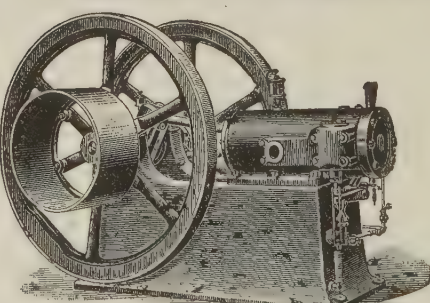
regular country shippers to
become familiar with your firm
name, place your "ad" here.

LENNOX GAS ENGINE
MFD. BY LENNOX MACH. CO.
MARSHALLTOWN, IA.
WRITE FOR CATALOGUE
of Elevator Engines.



Burger Automatic Gasoline Engines are Perfect
In mechanical construction, so when buying one for your elevator don't stop short of the best. Write us today.
WOOLLEY FOUNDRY AND MACHINE CO.
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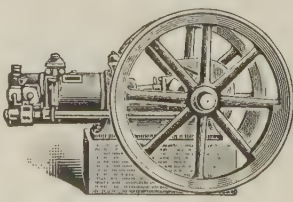
THOMPSON-LEWIS GAS ENGINE



10 years on the market. Used on 22 leading railroad systems. Doing service in 26 water works plants. Specially adapted for elevator work. Send for catalogue and prices.

J. THOMPSON & SONS MFG. CO.
119 BRIDGE STREET. - BELLOIT, WIS.

IN THESE PROGRESSIVE DAYS,
Every Merchant, Miller and Factory Owner
Should have his own isolated electric light plant. The electric light is handy, safe and economical, especially where the **OTTO** Gas and Gasoline engines are used as the prime mover. We have had the experience in building special electric engines that insures to the purchaser a close regulating and economical motive power. Tell us your needs and we will submit a proposition.

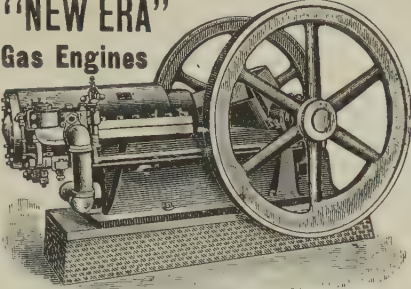


THE OTTO GAS ENGINE WORKS
Chicago Representative, T.W. SNOW, 360 Dearborn St. PHILADELPHIA, PA.

Gas Engine Books
Operators of gasoline engines who encounter difficulties in the care or operation of gas and gasoline engines will find each of the following books of great assistance.
THE PRACTICAL GAS ENGINEER, by E. W. Longenecker, M. D., Price, \$1.00.
THE GAS AND GASOLINE ENGINE, by Norman & Hubbard, Price, \$1.00.
THE GAS ENGINE HANDBOOK, by E. W. Roberts, Price, \$1.50.
For any of the above address,
Grain Dealers Co.,
235 La Salle St. Chicago, Ill.

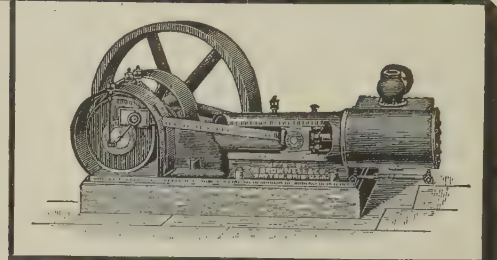
POWER FOR GRAIN ELEVATORS.

"NEW ERA"
Gas Engines



For Gas or Gasoline. Sizes 5 to 80 H.P.
NEW ERA IRON WORKS,
86 Dale Avenue, DAYTON, OHIO, U. S. A.

Write us for prices on
Mill and Elevator Machinery
and Supplies, Brownell
Engines and Boilers,
**COLUMBUS
GAS AND GASOLINE
ENGINES.**



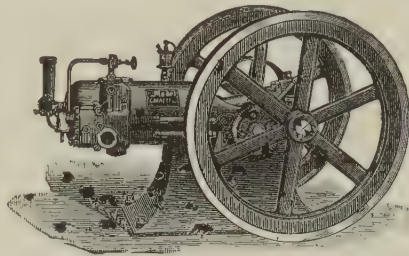
Address Machinery Department
BRADLEY, ALDERSON & CO., - - Kansas City, Mo.

THE MODEL GASOLINE ENGINES

Are adapted for use on either gas, gasoline or ordinary kerosene oil. They are simpler in construction, therefore less likely to get out of order than any other. Write for catalog and prices.

**MODEL GAS ENGINE CO.,
AUBURN, IND.**

Marselles Mfg. Co. Western General Sales Agents, Marselles and Peoria, Ill., Council Bluffs, and Cedar Rapids, Iowa, and Kansas City, Mo.



Coal Dealers Friend

Is a book of tables which shows at a glance the cost of any number of pounds of coal from 5 to 1995 pounds, at any price per ton from \$1.00 to \$14.00. It is especially adapted for retailers. It is printed on good book paper and bound in cloth, size 4 1/4 x 8 1/4 inches. 110 pages.

PRICE, \$1.00

**GRAIN DEALERS COMPANY
255 LA SALLE ST., CHICAGO, ILL.**

Clark's Decimal Grain Values.

Saves Time, Money and Prevents Errors.

It shows at a glance or with the simplest addition the cost of any quantity of grain at any possible market price and reduces pounds to bushels on the same page.

The values are shown directly from the pounds without reducing to bushels.

Quantities are shown in red figures, and values in black. The price being given at top and bottom of columns on each page.

Reductions to bushels are given in two columns, the larger showing the equivalent of the full line, or thousands, in the quantity column; the smaller the hundreds only.

The complete book comprises four sets of tables as follows:

No. 31. Oat Values 10 to 79 cts. per bushel and reducing any weight to bushels of 32 pounds. Bound in manila. Price, \$2.00.

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No. 33. Wheat, Clover, Peas and Potato Values, 30 cts. to \$1.59 per bushel and reducing any weight to bushels of 60 pounds. Bound in manila. Price, \$2.00.

No. 34. Barley and Buckwheat Values, 20 cts. to 1.49 per bushel, and reducing any weight to bushels of 48 lbs. Bound in manila. Price, \$2.00.

These tables can be used for Timothy Seed at 45 pounds per bushel and for Corn in the Ear at 70, 72, 75 and 80 pounds per bushel.

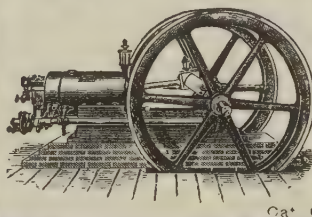
No. 35. The complete book contains the four sets of tables, printed on best linen ledger paper and bound in cloth half leather. Price \$6.00 per copy.

No. 36. The same as No. 35, but printed on 80-lb. book paper. Price \$5.00 per copy.

For any of the above, address

**Grain Dealers Co.,
10 Pacific Ave. Chicago, Ill.**

Witte Gasoline Engines



are just the power for the grain elevator because they are reliable, simple and durable. The grain dealer can operate the entire outfit without any fuss and feathers and is not dependent on a cranky engineer.

**WITTE GAS AND GASOLINE ENGINE CO.
43 S. CANAL ST., CHICAGO, ILL.**

**WITTE IRON WORKS CO.
515 WEST FIFTH ST., KANSAS CITY, MO.**

WANT ADS....

in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade.

If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.

Established 1890



Standard Scales

OF RECOGNIZED MERIT
NOT CONTROLLED BY A TRUST

We sell identically the same scales as those made by our Eastern competitors (THE TRUST) at about one half their price. We number among our best customers the largest and most extensive grain companies operating in this country. **Strong Points:**

Durability, Strength, Accuracy and a business record of twenty-three years of continuous success. We solicit the patronage of those desiring the best possible service at the lowest possible cost.

DES MOINES SCALE & MFG. CO., Des Moines, Iowa.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

MILLS FOR SALE.

CASE ROLLER MILL for sale; 60-bbl., water power; 1½ miles from N. P. depot; nearest mill 40 miles. Price low; easy terms. Wm. Roberts, Ferguson, Mont.

MILL for sale, capacity 100 barrels per day, and elevator of 10,000 bus. capacity. Steam power. Located in prosperous town in Indian Territory. Flour has good reputation. Good custom and merchants' trade. Owner is not a miller. For full particulars address, W. H. Clark, Chelsea, I. T.

WHEAT MILL for sale—Complete 40-bbl. roller mill in Chemung Valley, N. Y. Plenty of wheat, good dairy and buckwheat section. All in good running order and doing a nice business. Also new 8-room house and barn. A bargain for some one. Steam power. Address, P. O. Box 96, Schuyler, Neb.

FOR SALE—Corn mill; one double stand rolls for meal; one large size Bowsher Feed Mill; one Marseilles Dustless Corn Sheller; one meal bolt; storage for about 5,000 bus. corn; wagon scales; 35-horse power steam engine using natural gas for fuel at low price. Southern Kansas town 6,000 population; two men operates; profits \$2,000 to \$3,000 yearly. Price \$3,500. Write for particulars. Address Eclipse, Box 5, Care Grain Dealers Journal, Chicago, Ill.

PARTNERS WANTED.

PARTNER WANTED in a good mill and elevator in good town, good country and where good crops are raised. Box 194, Tecumseh, Neb.

PARTNER WANTED with \$1,600.00 capital to invest and take charge of two elevators. Answer quick. P. J. Thompson & Sons, Plankton, Ohio.

PARTNER with means and experience wanted; new 15,000-bu. eltr. in wheat belt. References. Wm. Barber, Shook (P. O.) or Goss Station, Kan., on M. P.

GRAIN WANTED.

WANTED—Two cars of White Rice, Shelled Popcorn. Send sample and quote. W. H. Small & Co., Evansville, Ind.

THEIR AD Brought Business

C. P. & J. LAUSON, Milwaukee, Wis.:

Please discontinue our ad. of engines for sale in the Journal. Our ads in your Journal were very effective.

SECOND-HAND

Shellers, Cleaners, Clippers, Scales, Feed Mills, Steam Engines, Boilers, Gasoline Engines, Belting, Buckets, Conveyors or any other elevator machinery can be bought or sold quickly by placing an ad. in the "Wanted" or "For Sale" columns of the

GRAIN DEALERS' JOURNAL

OF CHICAGO.
COSTS 15 CENTS PER LINE.

ELEVATORS WANTED.

ELEVATOR WANTED in Illinois; on Illinois Central Ry. preferred. Address Lock Box 674, Gilman, Ill.

WANTED to buy one or more good elevators in Illinois. Address W. W., Box 8, Care Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED in central or western Indiana. Will pay cash. Give full particulars in first letter. Frankfort Grain Co., Frankfort, Ind.

ELEVATORS WANTED in Iowa or southern Minnesota. Coal or lumber, or both, in connection not objected to. Address Geo. A. Tucker, Geneva, Iowa.

WANTED—An elevator in western Indiana, 10,000 to 30,000 capacity, handling from 100,000 to 300,000 annually; up-to-date house. Henry Orr, Matthews, Ind.

ELEVATOR WANTED in central or northern Illinois. Oats and corn preferred. Address, giving particulars and price, C. Schumacher & Son, Altamont, Ill.

WANTED—TO BUY large elevator in good territory, handling from 200 to 300 cars annually. Address G. S., Box 11, Care Grain Dealers Journal, Chicago, Ill.

GOOD, MODERN ELEVATOR handling from 100,000 to 300,000 bus. annually, wanted in exchange for my equity in 480 acres land near Crookston, Minn., or 200 acres in Clay Co., Iowa. Address O. O. Helgen, Ruthven, Ia.

WANTED—INTEREST or lease of country elevator business in good town; prefer central Illinois. With or without other business. Advertiser experienced in grain business. Address W., Box 11, Care Grain Dealers Journal, Chicago, Ill.

MISCELLANEOUS.

THE Grainman's Actuary \$1.00 post-paid. Henry Nobbe, Farmersville, Ill.

O. S. POTTER, TOLEDO, OHIO. Manufacturers' agent. Complete power plant equipment. Correspondence solicited.

WANTED—Ten copies Grain Dealers Journal for May 10th, 1903. Address, May, Box 11, Care Grain Dealers Journal, Chicago, Ill.

FOR SALE OR EXCHANGE—1428-acre farm well located near Vincennes, Ind.; no better corn and wheat land on earth; all level black soil. Will take a good grain elevator as part pay. Address Box 406, Hopeston, Ill.

INCREASED CAPITAL WANTED—An old established grain firm doing a good station business in Kan. and Mo. desires to increase capital stock \$20,000 or \$30,000 and furnish position as book-keeper and traveling manager of station agents to one or two parties. Best of reference given and required. Address Earl, Box 5, Care Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

ELEVATORS for sale, in the banner corn and oats producing state of America. W. A. Thompson, Attica, Ind.

THREE ELEVATORS for sale, located on Santa Fe in best wheat district in Kansas. Lock Box 762, Wichita, Kan.

THREE ELEVATORS in Iowa for sale, cribbed, gasoline power. For particulars add. Lock Box 314, Luverne, Minn.

ELEVATOR for sale, 16,000 bus. capacity. In good southern Minnesota town of 3,000. Gasoline power. Address C. P. J., Box 11, Care Grain Dealers Journal, Chicago, Ill.

ILLINOIS ELEVATOR for sale; 60,000 bus. capacity, new; large territory, station handles 900,000 bus. annually; one competitor. If you mean business, write C. G. R., Box 11, Care Grain Dealers Journal, Chicago, Ill.

ELEVATOR For Sale, 10,000 bus. capacity, with a Fairbanks, Morse & Co. gasoline engine and one of their best steel frame scales. Is located at Darr, Neb., on the U. P. R. R., in a good winter wheat and corn territory. Large acreage of winter wheat put out last fall. For further particulars, address, J. French, Smithfield, Neb.

ELEVATORS FOR RENT.

STEEL STORAGE TANK, 55,000 bu. capacity, to lease, with track, track scale and elevator privileges. Address T. G. White, Cedar Rapids, Ia.

SCALES FOR SALE.

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

TRACK SCALES, new and refitted, our own and Fairbanks pattern. Also hopper and wagon scales, all sizes. For sale. U. S. Scale Works, Terre Haute, Ind.

THREE 750-bu. hopper scales, each \$150.00. Five 500-bu. hopper scales, each \$125.00. Each with compound beam, even levers to bring beams below, and office fixtures to beam consisting of short iron pillars, shelf and goose necks. Two 15-ton stock scales, each \$110.00. Three 10-ton stock scales, each \$100.00. Two 8-ton stock scales, each \$80.00. Each with compound beam and office fixtures for beam consisting of short iron pillars, shelf, goose necks and extension levers to bring beam in office. These are all Fairbanks Scales and having been thoroughly refitted, can not be told from new. They are guaranteed to be accurate as any new Fairbanks Scale that ever left the factory. Why not DISPOSE OF YOUR OLD MACHINERY? We will give you new machinery for any of your old machinery that you want to dispose of. We carry a full line of elevator machinery, both new and second-hand; also gasoline engines or steam. Write us and see what we will do. Allan P. Ely & Co., 1110 Douglas St., Omaha, Neb.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ELEVATORS FOR SALE.

GOOD ELEVATOR in good location for sale. W. R. Bell, Foster, Mo.

ELEVATORS in Kansas for sale. Address E. J. Smiley, 37 Crawford Bldg., Topeka, Kan.

SMALL ELEVATOR for sale; good live stock business in connection. Inquire of P. M. Howard, Harcourt, Iowa.

A GOOD ELEVATOR in good grain territory near Mason City, Ia., for sale or trade for land. Address C. T. Sidwell, Mason City, Ia.

GRAIN ELEVATOR for sale or trade for land or other good property. Price \$4,000. Want to go into other business. Address Dan, Box 11, Care Grain Dealers Journal, Chicago, Ill.

GRAIN ELEVATOR for sale in fine grain country on line of C. G. W. R. R.; equipped with 6-h. p. gasoline engine and grain grinder. For particulars, inquire of W. E. Breaw, Esmond, Ill.

A LINE of four elevators for sale. Will be sold singly if desired. Situated in northwestern Ohio. These houses are well located. For particulars address "Brown," Box 10, Care Grain Dealers Journal, Chicago, Ill.

GRAIN ELEVATOR in central Ohio, on N. & W. Ry. for sale; building and machinery in good repair. Also store room and residence in connection. For particulars address Lock Box 7, Groveport, Ohio.

FOR SALE OR RENT—20,000-bu. storage elevator, hay barn and coal sheds. No opposition. Sold or rented singly. Price \$2,000, rent \$20 per mo. Crop failure unknown. C. W. Halfhill, Mercer, Ohio.

ELEVATOR and FEED MILL for sale; operated with 5-horse power gasoline engine; all in good repair. Located in best irrigated section of Colorado; situated on U. P. R. R. Easy competition. Price \$3,000 if sold soon. Address Lock Box 65, Kersey, Colo.

FOR SALE—A line of ten well located country elevators in Kansas. All or some cash, and terms to suit. Good reason for selling. Best of crop prospects. Write for particulars if you mean business. Address Eagle, Box 5, Care Grain Dealers Journal, Chicago, Ill.

ONLY elevator in southern Ohio town, in extensive corn and wheat valley. Storage 40,000 bu.; modernly equipped; built three years. Exclusive coal trade. A fine money maker; owner has not time to give it attention. Price \$6,500, part cash. Address Morgan, box 9, Care Grain Dealers Journal, Chicago.

ELEVATOR for sale; located on C. R. I. & P. Ry., in South Dakota; splendid plant, 12,000 bus. capacity, all crib work; building five years old but always had good care, built on private ground, 140 x 200 ft., good switch; equipped with Barnard & Leas Cleaner and gasoline engine. A money making business. Address Kink, Box 11, Care Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

TEN ELEVATORS for sale in Illinois, Indiana, Iowa and Ohio; also 200-barrel flour mill in Indiana for sale or trade. All bargains and money makers. Full description by mail. Aaron Smick, Decatur, Ill.

A GOOD THING—15,000-bushel elevator at Crete, Ind.; modern plant with \$500.00 roller feed and meal outfit; gasoline engine; hopper scales. Also eight-room dwelling and orchard. Have other business. Price \$7,500.00. Tomlinson Grain & Lumber Co., Winchester, Ind.

GRAIN, LUMBER AND IMPLEMENT business for sale in the corn belt of Illinois. Capacity of elevator 16,000 bushels; house handles 200,000 bu. each year. Lumber and implement sales in 1902 about \$25,000. Good reason for selling. Address G. B., Box 9, Care Grain Dealers Journal, Chicago, Ill.

FOR QUICK SALE—A most substantial and handy elevator; in best of repair throughout; 7 years old; one of the very best grain points; direct route to Chicago; in one of the nicest little towns— noted for good schools, churches and business enterprise. Price and terms made on application to W. N. Reveal, Hoopeston, Ill.

NEW ELEVATOR, 40,000 bus. capacity, for sale. Central Indiana; fine grain country; 150,000 bus. of grain handled per year; on Pan Handle and Electric Railroads. Fine paying business. Full description on application. Will be sold at a bargain. But not given away. Address "Business," Box 10, Care Grain Dealers Journal, Chicago, Ill.

FIVE NEW ELEVATORS in heart of Oklahoma's best wheat country for sale. Each elevator has 10,000 bus. capacity, gasoline power and is complete thruout and ready to handle this year's big wheat crop. Can handle stock and grain if desired. Headquarters in town of 12,000 population. The best proposition in the country. Write Wirt & Lyons Co., Enid, Okla.

FOR SALE—Good local and transit transfer and cleaning elevator, about 25,000 bu. capacity; 60,000-lb. hopper scale; power unloading scoop; cleaning and scouring machine; good mixing arrangement; large feed and corn meal rolls; 75-horse power steam engine; wagon scales; wagon dump; good track room for cars; coal bins. Good local trade in coal and feed. Best grain section of Kansas. Best of reasons for selling. Price \$6,650. Address Excel, Box 5, Care Grain Dealers Journal, Chicago, Ill.

ELEVATOR for sale in the corn belt of McLean Co., Ill., on L. E. & W. R. R. Elevator well equipped. House cribbed, modern and in first class condition. Capacity 20,000 bus.; 200-car business. Also stock of general mdse. and store building, 9-room residence and 6 acres of land. Good opening, for some one. All must be sold together. If you mean business write for particulars. Address 444, Box 10, Care Grain Dealers Journal, Chicago, Ill.

ELEVATORS FOR SALE.

GRAIN ELEVATOR and hay and coal business for sale; good power; fine trade. Box 54, Scotts, Mich.

ELEVATOR and 360 frontage on side track at Mt. Carroll, Ill., for sale to close estate. Capacity 40,000 bu.; gasoline engine and dump. Good opening for right man. For particulars inquire of N. H. Halderman, Mt. Carroll, Ill.

ELEVATOR for sale; 40,000 bu. capacity; cribbed construction, 2 stands of elevators, 3 dumps, steam power, steel roof; about three acres of land. The only elevator at the point; handles about 350,000 bus. a year. Price \$13,000. Best of reasons for selling. Address W. H., Box 7, Care Grain Dealers Journal, Chicago, Ill.

ELEVATOR FOR SALE—50,000 bus. capacity, new; two stands of elevators, two dumps, feed grinder, 12-h. p. engine; good office. About one acre of land; new dwelling of ten rooms, modern. Station handles from 600,000 to 800,000 bus. per year; one competitor. Price \$18,000.00 for all or \$12,000.00 for elevator alone. Address H., Box 11, Care Grain Dealers Journal, Chicago, Ill.

GRAIN ELEVATOR in Ohio for sale, 15,000 bus. capacity, up-to-date; 8-room house; one acre ground. In fine farming country. Handles 125,000 bus. grain per year. Cash sales on flour, feed, coal and implements \$45,000 per year. A great money maker. In live town; two banks, high school, 5 churches, electrical street car line, beautiful place to live. Here is a snap for the right man. Address Box 358, New Carlisle, Ohio.

ESTABLISHED WHOLESALE GRAIN and ELEVATOR business for sale. One of the best wholesale grain businesses west of the Mississippi River; tributary to the grain fields of the great Southwest; on a direct line to the Gulf for export. We have handled two million bushels of corn of the present crop; business aggregated over two hundred thousand dollars per month for the past year; have an established trade with over seven hundred of the shippers in the Southwest. We have a three hundred thousand-bushel capacity elevator, equipped with all modern machinery, with nearly a mile of trackage and handling capacity for one hundred cars per day. Will also sell office building and fixtures and will give possession at once. We also have an established branch office in Texas and all employees, both office and traveling representatives, will remain with the purchaser. We would be glad to correspond with any one who means business and is in the market to buy a business and plant of this kind. Poor health is the only reason for selling. Prospects never were better for a large wheat crop in Kansas, Nebraska and Oklahoma, and owing to the late frosts in Texas it is almost certain that there will be another corn failure in that state this year, which will be a fine outlet for shipments of corn, both bulk and sacked. For further information, prices, terms, etc., address "Z," Box 10, Care Grain Dealers Journal, Chicago, Ill.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

ENGINES FOR SALE.

GASOLINE engine for sale, 10-h. p. Temple Pump Co., 15th place, Chicago.

GOOD ATLAS ENGINE, 20-h. p., and 30-h. p. boiler for sale cheap. Address C. T. Sidwell, Mason City, Ia.

CHARTER GASOLINE ENGINE for sale, 35-h. p.; in good order, worn but little. J. W. Johnson & Co., Casey, Ill.

ONE VILTER ENGINE, 14x36; one Twin Cooper Corliss Condensing, 16x12, for sale. Mertes Machinery Co., Milwaukee, Wis.

GAS ENGINE for sale—One to 4-h. p. St. Mary's; 1 to 6-h. p. St. Mary's; 1 to 9-h. p. Charter; all in good condition. Woodbury & Files, Muncie, Ind.

STEAM, GAS and Gasoline Engines and all kinds of mill supplies and machinery, new and second hand. Refiner Elevator Works, Kansas City, Mo.

GASOLINE engines for sale: 14x16-h. p. Dayton; 16-h. p. Case; 10 5-h. p. Otto Engines. Chicago House Wrecking Co., W. 35th & Iron-sts., Chicago.

ONE BOX-BED, SLIDE VALVE ENGINE 14x24, 8 ft. x 16 in. fly wheel, in good order, for sale; price right. Address United Supply Co., Toledo, Ohio.

GASOLINE Engines of any make taken in trade for new engine, or will overhaul and put old engine in running order. Address Bauer Machine Works Co., Kansas City, Mo.

ENGINE FOR SALE—One 4-h. p. Fairbanks, Morse; only used eight months; guaranteed as good as new; \$175.00. Address Lock Box 726, Lenox, Ia.

GASOLINE ENGINES bought, sold or exchange. Large stock of second-hand engines now for sale. J. Montgomery Johnston, 22 South Canal St., Chicago, Ill.

ALL SIZES of the high-grade Lammert & Mann gasoline engines for sale. Also several second-hand engines of other makes and in good repair at a bargain; write for description and prices. Lammert & Mann, 155-161 S. Jefferson st., Chicago.

ENGINES FOR SALE—Second-hand 9x24-in. and 10x30-in. Corliss; 11x16-in. "Allfree" Automatic; 9x12-in. and 12x24-in. slide valve engines. Boilers, 60 in. x 16 ft. and 16 in. x 16 ft.; also heaters and pumps. The Vilter Mfg. Co., 836 Clinton St., Milwaukee, Wis.

WE HAVE for sale one 10x12 Brownell Center Crank Throttling Governor Engine, 48-inch balance and band wheels. Engine complete. Price \$150. For particulars address Herbert Edwards, Leipsic, Ohio, or the Pittsburg Steel Shafting Co., Toledo, Ohio.

FOR SALE—Second-hand gasoline engines, 1 to 50 h. p. Why buy new engines when we sell slightly used and guaranteed at one-half original cost? We have all makes and all sizes. Write us, stating your needs. Price Machinery Co., 507 Great Northern bldg., Chicago, Ill.

ENGINES FOR SALE.

ENGINES for sale—One 30-h. p. Webster; one 25-h. p. Fairbanks-Morse; one 14-h. p. Otto; one 9-h. p. Otto; one 6-h. p. Fairbanks; one 22-h. p. Foos. A. H. McDonald, 36 W. Randolph St., Chicago.

FOR SALE—One 14 x 20 slide valve, box bed engine with 54 x 6 band wheel and fittings complete. One 60 x 16 two-sheet boiler, 7-16-in. shell, with dome, and 60 3½-in. flues, full square front with all fittings. One 80-horse power heater and Duplex Pump. The complete outfit is in good condition. Address United Supply Co., Toledo, Ohio.

MACHINES FOR SALE.

SECOND-HAND CLIPPER MILLS for sale. Apply to the Albert Dickinson Co., Chicago, Ill.

PORTABLE DUMP, White Patent, in good condition, for sale. Woodbury & Files, Muncie, Ind.

DRILLING MACHINES, two No. 1 Star, full traction, for sale. Address C. Friedly, Dunkirk, Ohio.

LITTLE VICTOR No. 2 Corn Sheller and Cleaner combined, for sale. J. M. Hornung, Greensburg, Ind.

WESTERN ROLLING Screen Cleaner, No. 0, in good shape, for sale. McCray, Morrison & Co., Remington, Ind.

INVINCIBLE Oat Clippers, two No. 9, good as new, will sell cheap for cash. Address, W. D. Judd, St. Louis, Mo.

SOME EXCEPTIONAL BARGAINS in second-hand machinery in Circular No. 17, now ready. A. S. Garman & Sons, Akron, Ohio.

COMBINATION SHELLER and Cleaner, No. 2 Marseilles, for sale. Address Burrell Engineering & Construction Co., Chicago, Ill.

WESTERN COMBINED SHELLER and Cleaner, No. 4½, for sale; in good condition; capacity 150 to 200 bus. per hour. Woodbury & Files, Muncie, Ind.

WAREHOUSE MILLS AND SEPARATORS—Several new A. P. Dickey Mfg. Co., side and end shake warehouse mills and over-blast separators, for sale cheap to close out. Johnson & Field Mfg. Co., Racine, Wis.

MACHINES WANTED.

GOOD, 2nd-hand Corn Sheller, mill size, wanted. T. G. White Cereal Co., Cedar Rapids, Ia.

SCALES WANTED.

HOPPER SCALE wanted, 60,000 bus. capacity. It must be in good condition. Send full particulars and price. A. L. Ruffner, Vevay Park, Ill.

ENGINES WANTED

GASOLINE ENGINE wanted suitable for running an elevator and a feed grinder, 4-h. p. T. A. Parry, Lucas, O.

MISCELLANEOUS FOR SALE.

HOUSE and three lots on corner in residence district of Tipton, Ia., at a bargain. Address John R. Wampler, Tipton, Ia.

ONE of the best store and warehouse places in Maryland for sale cheap; on W. M. R. R. Address Jacob H. Blocher, Alesia, Md.

GRAIN TEST Separators. For cleaning samples of wheat to ascertain the dockage. Address Dubuque Turbine & Roller Mill Co., Dubuque, Ia.

CHEAP FOR CASH—Lots 3 and 4, block 5, Holway & Taylor's Adn. to Minneapolis. Address Yale Realty Co., Bank of Commerce Bldg., Minneapolis, Minn.

A SECTION of fine stock and grain land in southern North Dakota for trade for good elevator property. Union County Investment Co., Elk Point, S. D.

GASOLINE engine owners who have had trouble with lubrication can learn how to forget it by addressing The Automatic Lubricator Co., 1105 Caxton Bldg., Chicago.

MANSFIELD TUBULAR BOILERS—Two 16x14, for sale, 56—3½-in. tubes, full square fronts and all fittings. Price very low. Address United Supply Co., Toledo, Ohio.

HOPPER SCALES, 60 to 1,800 bus. capacity; separators, \$35.00 to \$125.00; scourers, \$35.00 to \$50.00; feed rolls, \$50.00 to \$75.00, for sale. S. G. Neidhardt, 1028 Delaware St., S. E., Minneapolis, Minn.

AN ESTABLISHED coal and feed business for sale, in the most desirable part of the city of Dayton, Ohio, with a population of over one hundred thousand inhabitants. For full particulars address W. M. Byers, Dayton, Ohio.

FARM FOR SALE—360 acres near city of Crookston, Minn., 250 acres under cultivation and seeded in wheat and flax; ½ mile to railroad station; 80 rods to school house; heavy black soil; natural drainage; \$30 per acre. Geo. Enge, Portland, N. D.

HOUSE FOR SALE and furniture for sale; 2921 Lawton Ave., St. Louis, Mo., (main boulevard of the city): 10-room, stone front, mansard roof, all conveniences; possession given at once. Apply to Daniel P. Byrne & Co., 318 Chamber of Commerce, St. Louis, Mo.

POWER PLANT FOR SALE consisting of the following machinery: One 14x36 Sioux Corliss Engine; two 48x16-inch tubular boilers now carrying 100-lb. pressure; two duplex boiler feed pumps; one feed water heater; one steel water tank; all piping connecting above machinery included. Plant can be seen running at our elevators at Minneapolis. Can make delivery of the above goods in the month of July. For price write Concrete Elevator Co., Minneapolis, Minn.

Adulteration is an increasing evil that threatens the hemp growing industry of the Philippines.

GRAIN DEALERS' EXCHANGE.

The rate for Advertisements in this department is 15 cents per line each insertion.

SITUATIONS WANTED.

POSITION WANTED as manager or buyer for grain elevator. Can give good references from last employer. Address A. Teakle, Hartley, Iowa.

WANTED position as grain buyer in elevator or on the road. Had 6 years' experience; reference; married; and not afraid of work. Address Box 955, Corn- ing, Ia.

POSITION WANTED—With reliable grain firm as solicitor; control good future and consignments trade. Address, J. H., Box 11, Care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as manager of line elevators by young man of experience. Disposing of second-hand machinery and elevators a specialty. Address Box 265, Mason City, Iowa.

POSITION wanted as manager or buyer in an elevator in Neb. or Kans. Best of references furnished on application. Address C. A. B., Box 7, Care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED as buyer and office man for country elevator or owner of small line. Experienced. Best of references. Address, P. A., Box 11, Care Grain Dealers Journal, Chicago, Ill.

POSITION by married man as manager of country elevator. Experienced. Can operate steam or gasoline engine. German. Can furnish best of reference. Address H. F. W., Box 201, Manning, Ia.

POSITION WANTED—Experienced grain man wishes position as track buyer or manager of a line of country elevators; thoroughly competent; good references. Please address J, Box 11, Care Grain Dealers Journal, Chicago, Ill.

POSITION—With good firm as buyer or manager of grain business. Would take an interest with right party. Have 12 years' experience. Will give best of references. Address P. Box 5, Care Grain Dealers Journal, Chicago, Ill.

AN EXPERIENCED and capable man would like position as manager of a grain business, or would run an elevator on shares. First-class recommendations furnished. Address D. R., Box 10, Care Grain Dealers Journal, Chicago, Ill.

POSITION WANTED by man of thirty, of good habits, who grain and the grain business. Am experienced buyer and successful traveling superintendent. Can plan and execute repairs and building. Address W. J. B., Box 11, Care Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

ENGINEER and GENERAL MAN wanted for steam power elevator plant. Address McClure & Co., Mt. Auburn, Ill.

COMPETENT MEN wanted who are capable of working on elevator construction. Address, at once, P. H. Pelkey, Winfield, Kan.

GRAIN CLEANING Machinery Salesman wanted. Give full particulars. X. Y. Z., Box 11, Care Grain Dealers Journal, Chicago, Ill.

Sweepings

The American Society of Equity should apply to Joe Leiter.

Nicaragua raises two crops of corn a year. One is harvested in August and the other in December.

Flax straw is being experimented with in the manufacture of binder twine by the leading harvester company.

Dean J. H. Waters of the Missouri Agricultural College has been appointed superintendent of agriculture at the St. Louis World's Fair.

A 6-acre map of the United States with the characteristic crops growing in each state is to be one of the features of the St. Louis World's Fair.

While testing seed corn R. J. Lambert, a farmer near Clear Lake, Ia., had one kernel which produced 2 stalks both of the same height and in good condition.

Every cargo of corn arriving at Havre, France, from Galveston and New Orleans, since the season opened, has been damaged by heating and fermentation, reports A. M. Thackara, American consul.

Not enuf attention is paid to fire risk, especially now in the day of gasoline engines. Men employed in elevators should learn to do without pipe and cigar when at work.—G. Draayom, Hosper, Ia.

Bread made from macaroni wheat is of excellent quality, says M. A. Carleton, cerealist of the Department of Agriculture, who finds that 197 out of 273 bread experts believe the macaroni wheat bread to be superior to that made from ordinary wheat flour.

Soil survey of thousands of square miles of farm lands has been authorized by Secretary Wilson, of the Department of Agriculture. Maps will be drawn and lithographed on the scale of one mile to the inch indicating in colors the location of the various soil types.

Merely from the standpoint of historical analogy, we should have a right to ask that this people which has tamed a continent, which has built up a country with a continent for its base, which boasts itself with truth as the mightiest republic that the world has ever seen, which we firmly believe will in the century now

opening rise to a position of headship and leadership such as no other nation has ever yet attained—merely from historical analogy, I say, we should have a right to demand that such a nation build good roads.—President Roosevelt.

YOU

Can find no present more acceptable to the progressive grain dealer than a paid up subscription to the Grain Dealers Journal.

SOLD ENGINE THRU AD.

John H. Doyle, Longview, Ill.: "Please discontinue my advertisement in the Grain Dealers Journal, as I have sold my engine thru the ad., and could have sold one-half dozen engines if I had them."

A PARTNER

HELP or a POSITION, can be obtained quickly by placing an ad. in the "Wanted" columns of the Grain Dealers Journal of Chicago. It is the grain-trade's accepted medium for "wanted" and "for sale" ads.

TO BUY SELL RENT or LEASE an ELEVATOR

Place an ad. in the "Wanted" or "For Sale" columns of the GRAIN DEALERS JOURNAL of Chicago. It will bring you quick returns, set cost you only 15 cents per line. Try it.

GRAIN DEALERS' JOURNAL

255 La Salle St., Chicago, Ill.

190

Gentlemen—Enclosed find One (\$1.00) Dollar, for which please send the Grain Dealers Journal on the 10th and 25th of each month for one year to

Name of firm.....

Capacity of Elevator Post Office.....

.....bus. State.....

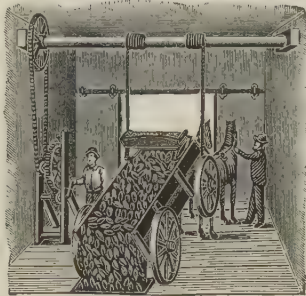


**PERFORATED METAL
GRAIN CLEANERS**
THE ROBERT ATKINSON PERFORATED METAL CO.
305-305 DEARBORN ST. CHICAGO, ILL.



COVER'S Dust Protectors.
Rubber Protectors, - - \$2.00
Metal " - - 1.50
Sent POSTPAID on receipt of price; or on TRIAL to responsible parties. Have AUTOMATIC VALVES and fine sponges.
H. S. COVER
153 Paris St., South Bend, Ind.

PHILIP SMITH, SIDNEY, OHIO.



Smith's Improved Overhead Dump

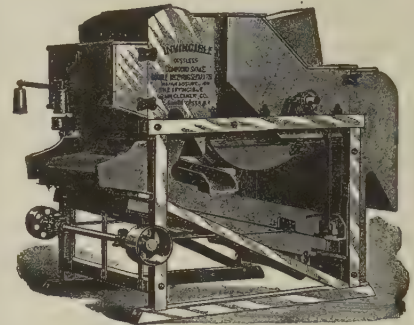
Chain Drag Feeder, "Ohio" Sheller,
Marquis Ear Corn Feeder,
Improved Elevator Head and Self Cleaning Boot,
Saw Dust, Tupper and Straight Bar Furnace Grates.

INVINCIBLE

Compound-Shake Dustless, Double

RECEIVING SEPARATOR

(Eleven Sizes)



Meets every requirement of the elevator and warehouse man.

Made in wood or steel. Runs absolutely smooth and quiet. No shake or tremble.

The Best Money Can Buy.

A cleaner that cleans at a minimum expense for power used. A machine that can be depended upon to do the work required of a separator as it should be done. It has many desirable features which are explained in our catalog.

We manufacture a full line of Elevator Machines. Send for catalog.

Invincible Grain Cleaner Company

Invincible Works,

SILVER CREEK. - - - N. Y.

REPRESENTED BY

W. J. Scott, 94 Traders Bldg., Chicago, Ill.
Edw. A. Ordway, 512 Exchange Bldg., Kansas City, Mo.
Chas. H. Scott, Nicollet Hotel, Minneapolis, Minn.
J. N. Bacon, Balchne Block, Indianapolis, Ind.

It's the air separations that make the Monitor Seed Cleaning Machinery Superior.

Many elevators and warehouses today find a profitable trade in the handling of seeds and with the ability to thoroughly clean such seeds, this source of business can be made an increasing and profitable one.

The cleanest seeds can be secured only through the use of effective air separations by means of perfectly controlled air currents acting directly on the seed.

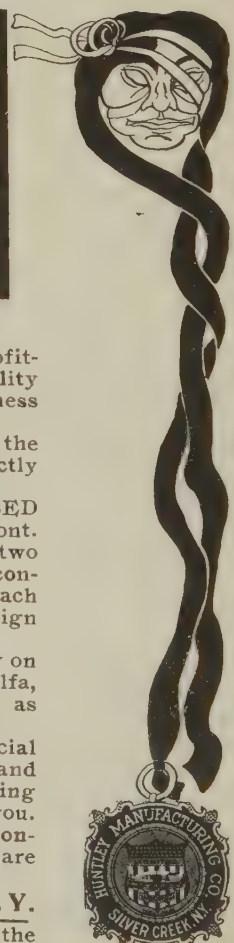
That's where the MONITOR DUSTLESS SEED SEPARATOR AND POLISHER steps to the front. It has, in addition to perfect screen separations, two air separations embodying four distinct, perfectly controlled air currents in which the seed is weighed, each kernel by itself, and separated from dust and foreign matter. Result is the CLEANEST OUTPUT.

No seeds are too light to be handled successfully on this machine—It perfectly cleans—Red Top, Alfalfa, Blue Grass, Timothy and seeds weighing as low as 10 lbs. to the bushel.

Write today for information concerning this special seed cleaner and other Monitor Machines—Milling and Receiving Separators, Scourers and Polishers, Milling Separators—Machines that will make money for you. Some of your successful competitors are using the Monitor line. If you're interested in knowing who they are write for a list.

HUNTLEY MFG. CO., Silver Creek, N. Y.

Monitor Flour and Feed Packers are the Packers of the hour—Let us send you information and prices.



GRAIN DEALERS JOURNAL

Published on the

10th and 25th of Each Month

BY THE

GRAIN DEALERS COMPANY

255 La Salle Street,

CHICAGO, ILL.

CHARLES S. CLARK, Manager.

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To city subscribers outside carrier limits, \$1.50.

Advertising Rates:

furnished on application. The advertising value of the Grain Dealers Journal as a medium for reaching the grain dealers and elevator men of the country is unquestioned. The character and number of advertisements in its columns tell of its worth.

Letters

on subjects of interest to those engaged in the grain trade, and trade news items are always welcome.

CHICAGO, ILL., JUNE 10, 1903.

WHEN you want grain trade information, make use of our "Asked and Answered" column.

READ the new rule from the Trade Rules Committee of the Grain Dealers Nat'l Asso. elsewhere in this number.

PROMPTNESS in responding to telegrams and letters would prevent many losses which often are afterwards paid by the tardy offender.

CINCINNATI weights and the need of public protection against shortages in that city are attracting merited attention, and the progressive Cincinnati dealers seem disposed to lend their aid to improvement.

NEW ORLEANS grain dealers should read and heed the resolution adopted at the annual meeting of the Illinois Asso., calling for one inspection in the Crescent City. Every member of the trade well knows that one is plenty.

DOLLAR wheat is the war cry of the American Society of Equity. However, wheat is in no immediate danger as the organization has nothing but a name, and the aim of the promoters is the early attainment of dollars now possessed by wheat growing bucolics.

DEALERS who are struggling with winter-shelled corn will, no doubt, refrain from handling it hereafter except when very dry. The unusual amount of moisture contained in last year's corn together with the inadequate shipping facilities has caused the grain shippers untold losses. So many have had their purses

scorched by hot corn that it seems doubtful if they will be satisfied until carrier is made to reimburse them for their losses.

THE SHIPPERS' CLUB is increasing its membership and spreading its influence to new markets and new territory. The time seems not far distant when it shall have strength enough to prevent shipping of grain to the Southeast except that demand draft with exchange and B/L is attached.

LANDLORD'S LIENS sometimes lean very heavily on those who buy grain from tenants, as is shown by a decision reported in "Suits—Decisions" this number, by the Missouri Court of Appeals. The buyer who knowingly buys grain from tenant without notifying the landlord, frequently has to pay the tenant's rent.

SPITEWORK raids instituted at the behest of bucket-shop keepers is quite sure to make all members of the Chicago Board of Trade more earnest supporters of the Directors in their fight to protect the Board's quotations from misuse by bucket-shop keepers. It is gratifying to know that the bucket shops are being pushed so hard.

IT HAS long been usual to find printed on the letterheads of large manufacturers a line stating that all orders and contracts are subject to strikes, etc. Now, for the first time, this statement comes to this office on the letterhead of a Toledo grain merchant, viz.: "All orders and contracts subject to Car Supply, Strikes, Accidents and Causes beyond our Control." The notice to buyers seems reasonable, and no doubt if the car supply continues so irregular as it has in the past year, this statement will appear on many other letterheads.

MICHIGAN dealers will find in "Letters from Dealers," and in our Michigan column, some food for thought regarding the organization of a state asso. In all nearby states the grain dealers are well organized, and doing much to promote their common business interests. Surely the dealers of Michigan can do as well. A good program has been outlined and an invitation sent out by the Secretary of the National Asso. to every regular dealer of the state, all of whom, it is hoped, will be in Battle Creek June 25.

STORING grain for farmers has made a world of grief for elevator men and millers, and those who have not taken the precaution to stipulate that such grain was stored at owner's risk, have frequently been called upon to pay for same after it was burned. Among a number of other good things to be found in our department "Suits—Decisions" will be found a decision by the Missouri Court

of Appeals holding that where grain is stored free, to be paid for at the market price when the farmer calls, and mixed with grain of other farmers, it constitutes a sale. A fact which the givers of free storage should not overlook.

CIVIL SERVICE rules and regulations rigidly enforced in the Illinois Grain Inspection Department are desired by the grain trade of the entire country. If the Illinois Asso. heeds the wishes of the trade of the rest of the country it will make a determined fight against the inefficiency of the department.

IF grain dealers were to make a practice of getting their meetings involved in parliamentary tangles it would behoove every asso. to adopt some set of parliamentary rules governing its meetings, and every member would study the rules before going to the meeting. Familiarity with parliamentary rules governing the meeting, of course, gives the experts the advantage.

FARMERS' CONTRACTS, according to a Nebraska correspondent, whose sentiments are expressed in "Letters from Dealers," this number, are unprofitable and undesirable, and he seems to know whereof he writes. The subject is one which merits careful consideration by the trade. The farmers of some districts are so slippery that it would seem best to buy their grain only by the wagonload and when it is on the scale platform. In other districts the farmers are careful respecters of written contracts and abide by them.

AN ELEVATOR man at Dudley, Ill., recently has taken an advance step towards insuring correct weights on grain passing thru his hopper scales. He has placed his hopper scales on an independent frame structure extending from the ground to the base of the scale, so that the settling of the bins or the house can in nowise affect the working of the scales. This is the plan of construction which has been used for years in many terminal transfer and storage houses, and overcomes a difficulty which it seems impossible to remedy in any other way.

THE selection of a secretary by different grain dealers' assos., has on several occasions, absorbed the entire time and attention of the asso. and embroiled the organization in considerable heated discussion. It is generally recognized that the secretary is the asso.'s hired man, and should be under the direct supervision and control of the board of directors, who in turn are responsible to the asso. for the results attained. Most of the assos. now leave the selection of the secretary to the board of directors, who hire the man, not on account of any personal feeling in the matter, but by reason of his ability to serve the asso. in the capacity

of secretary. That is what is wanted and paid for, but it is not always attained where the selection is left to the members.

IT IS gratifying to know that the Texas Grain Dealers' Asso., which was the pioneer in arbitrating trade differences, has amended its constitution and by-laws so as to provide for appeals from the decisions of its committee to the Arbitration Committee of the National Asso. The reasons for so doing were forcibly presented at the recent meeting by Mr. Haines in a well-prepared paper, which was published in the last number. Every state asso. should take similar action, and show that it is fairly disposed for the interests of the grain dealers outside of its own membership.

NEWSPAPERS which permit the use of their columns for advertising the get-rich-quick schemes of turf assos., brokerage and commission fakirs do not merit the patronage of honest men. It is clear to every newspaper man that the sharper who advertises to give away "information which will astonish you and awaken you to a realization of an opportunity for making an independent fortune, from a comparatively small investment in a very short time," is fishing for suckers. If he had any information honest men would care to use, the advertiser would not find it necessary to advertise for opportunities to give it away.

IN THE decisions of the Arbitration Committee of the National Asso. the Trade Rules Committee will find much meat for serious thought. The trade not only needs more trade rules, but it needs to have the rules adopted endorsed or adopted by the grain exchanges as well as the state and local assos. The more the National Asso. trade rules are discussed and considered by the trade, the clearer understanding will all have of them and the greater will be the influence of the asso.'s rules. The trade rules are supposed to give members of the trade a clear understanding of what is considered right and fair by the majority of the progressive men in the trade.

RAILROAD COMMISSIONS are causing some of the carriers considerable misapprehension by requiring them to give out details of traffic arrangements with elevator operators who are also engaged in the grain business. It would seem that, if grain elevators are necessary to railroad companies they would place their operation and control in the hands of persons not interested in the grain business, or else operate the houses themselves. What are intended to be public transfer, cleaning and storage houses, have in many cases dwindled to private enterprises, thru the connivance and support of the rail carriers. A few of the public transfer and clipping houses of Chicago are exceptions. Paying a

grain company for operating a transfer, clipping or storage elevator works as a direct discrimination in favor of that grain company and against all others. It is an injustice which will not long be tolerated by the trade.

COMPLETE evidence in the presentation of your side of the case presented to an arbitration committee is one of the essentials. You will admit this. Every grain dealer will admit it, but, judging from the statement made by the chairman of the Arbitration Committee at the annual meeting of the Illinois Asso., and from the statement of the Secretary of the Indiana Asso., both of which are published in our account of the meeting, it would seem that grain dealers are very slack about keeping copy of all telegrams and letters, and presenting same to the Arbitration Committee in proof of the position taken. The dealer who does not keep a carbon or letter-press copy of important telegrams and letters can have no positive knowledge of what they contain. Every man thinks he knows what he writes, but the man who re-reads his own letters, not infrequently catches himself making a statement contrary to his own desires and intentions. The dealer who can present copy of his own communications is in a strong position to protect his business against unnecessary misunderstandings by others.

FEDERAL inspection of grain is persistently favored by politicians who are anxious to increase the amount of federal patronage and stand ready to do anything to attain that end. The politician hopes to establish an expensive department which shall maintain an office in every city and hold up the trade for all it will stand. The service to be rendered has been given no consideration, save to point to the Government as a model business institution. If one could forget the many fortunes and time wasted in attempting to erect public buildings, or the mismanagement and inefficiency of the postal department, he might be cajoled to favor uniform federal inspection. Should the federal government ever gain control of the inspection of grain, not only will the inefficiency now so common to the state inspection departments be multiplied, but relief will be twice as difficult to obtain, because whenever a change is needed to foster the grain trade, the members of the trade will find it necessary to go to Washington and plead with the oligarchy in charge. They may be permitted to present their case, but even if so, the matter will be treated with supreme indifference and the petition declined. Paternalistic interference with the grain trade is not wanted; the proper province of government is to govern, not to serve. Those engaged in the grain business are thoroly competent to govern the management of the grain inspection departments in which

they are so vitally interested. If any resolutions are adopted on the subject, grain dealers owe it to their business to see that they protest vigorously against the politicians' efforts to place the inspection of grain under the control of the federal government.

ARBITRATION is becoming more and more firmly fixed as the proper means of settling trade differences. It is no longer open to discussion as to whether or not it is best. The members of the trade who are fairly disposed are a unit as to its advantages. One thing which is essential to greater success in settling trade differences is uniformity in arbitration rules used by the different assos. It is generally agreed that it would be better if most of the cases were tried first by the arbitration committees of the state assos. and appeals taken to the Arbitration Committee of the National Asso. The Illinois Asso. at its recent meeting adopted a resolution recommending arbitration as a means to settle trade differences. Some of the other assos. have gone even farther and adopted rules providing for the suspension and expulsion of members who decline to arbitrate trade differences, and by doing so they have made their members more careful in their business dealings and reduced the opportunities for differences. No asso. can afford to take half-way measures with unfair dealing. It must stand for right or fall with wrong. The more rigid are its requirements of its members, as to honest and fair dealing, the better will be the average of those engaged in the trade in its territory. Compulsory arbitration makes for a higher and better code of trade ethics.

TARDINESS by rail carriers in supplying cars for shipping grain was for a time excused by chicken-hearted would-be shippers, but the trade has suffered so greatly and so frequently during recent years, that the grain shipper's trials far exceed his patience and endurance and all seem now willing to place the blame for lack of cars right where it belongs, on the railroad companies. If they place the car along side of the elevator for loading and the elevator man's engine breaks down, they will still expect him to pay demurrage. Reciprocal demurrage would, no doubt alleviate, in a measure, the shipper's grief occasioned by what seems needless delay. By degrees the railroad companies are coming to recognize the injustice of their jug-handled demurrage charge. The Michigan Car Service Asso. has recently adopted a rule which is a step in this direction. It grants 72 hours for loading some commodities and 48 for other carload commodities without charge, after which demurrage charges accrue as usual. However, this rule provides that each day of the allotted time saved by the shipper, will operate as

a credit to him and can be applied to cars held longer than the time allowed for loading. This, no doubt, will encourage shippers to release cars more promptly, in order to get credits ahead and prevent their being charged for delay in loading when circumstances over which they have no control prevent their loading within the allotted time. This may appease the shipper for a time, but he will never be content until reciprocal demurrage rules are placed in force and the carrier as well as the shipper be charged for delay.

BUYERS of wheat from farmers in some districts have long made it a practice to clean wheat carefully before sending it to the scale for weighing. It is a common practice with the milling trade to do this and return the screenings to the farmer, who never hesitates to express his great amazement at the amount of foreign matter taken out of his grain. The miller, long since found that he could not afford to pay the same price for dirt, that he had been paying for wheat and stopped it. In the Northwest and some sections of Nebraska wheat prices are docked for dirt, but the dirt is left in and freight paid on it to central markets. Northwestern markets grade the grain according to its quality regardless of the amount of dirt contained, subjecting it to a certain dockage per bushel. Thrashers are paid by the bushel and it is their study to get everything possible into the sack. The practice of accepting everything in a wheat sack as wheat should be stopped and the losses from this source reduced.

Won the Prizes.

A canvass of the opinions sent in by subscribers as to the four best advertisements appearing in the May 10th number of the Grain Dealers Journal resulted in the capture of prizes as follows:

- 1st; G. A. Tucker, Geneva, Ia. Mr. Tucker was the only one to name the four best in the order which the opinions of other dealers showed they should be.
- 5th, I. G. Constant, Bloomington, Ill.
- 6th, Shaw & Binder, Colo, Ia.
- 7th, E. A. Fields, Akron, Ia.
- 8th, J. A. Seymour, Jr., Buffalo, N. Y.
- 9th, F. B. Fox, Tipton, Ind.
- 10th, A. J. Leake, Audubon Ia.
- 11th, Lyons & Esson, Brook, Ind.
- 12th, C. E. Lamotte, St. Marie, Ill.
- 13th, C. F. Lias, Chicago, Ill.
- 14th, Roy Wakefield, Waterman, Ill.
- 15th, Edwin Beggs, Ashland, Ill.
- 16th, M. L. Merritt, Dwight, Ill.

The list of prizes was published on Page 426 of Apr. 25th and 486 of May 10th numbers of the Grain Dealers Journal.

Drouth extending over the eastern states north from Pennsylvania over New England and into Canada has ruined pastures, destroyed the hay crop and caused heavy loss to gardeners. In many places not a drop of rain has fallen for 50 days, and dairymen are beginning to sell their cows owing to the great scarcity of feed.

Letters From Dealers

DEFAULTS.

Grain Dealers Journal: The buyers of hay and grain would like an honest law which will compel the buyer here to give the shipper justice, and then the shipper to give the buyer justice, so that after a fair trial a buyer who refuses to take a car bot or "kicks" on grade, can be made to prove, in a fair manner, whether he is right, when he is wrong to pay a fine, or not to be dealt with any more; and for the shipper the same way. There is no justice in shippers shipping on higher prices unless buyer would take on lower prices.—Booth Bros., Danville, Va.

MICHIGAN NEEDS ASSO.

Grain Dealers Journal: No doubt can be felt, in the face of the success in other states, that the grain dealers organizations are not an experiment; and while the grain business is radically different in this state from Illinois, Iowa and other states, and in fact different in different parts of this state, a Michigan asso. can but result in good to all members, if properly conducted.

We already have our Bean Jobbers Asso., but we need a state asso. for grain dealers. Their usefulness lies along the same lines, in fact one is the complement of the other, and I shall be pleased to be present at the Battle Creek meeting.

Altho the business is different in this state, the needs of the shippers and the evils to be remedied are identical with those formerly existing in states now having state organizations.—W. L. Ireland, Chesaning, Mich.

FARMERS' CONTRACTS UNPROFITABLE.

Grain Dealers Journal: Grain dealers have, for many years, been battling with the proposition of contracts. This year dealers have received an extra heavy dose of the bitter medicine thruout the corn belt country.

Grain contracts from farmers are bothersome, unprofitable and unpleasant affairs as a general rule. No one makes anything from them, in the long run, and many an enemy is made and hard feelings produced by them.

We have often that it a wonder that grain dealers, as a whole, did not abandon the idea. Some farmers are swearing off as it is and this season will finish a lot of them, surely.

Dealers will get just the same amount of grain anyway, and make just as much. They won't be selling what the farmer will haul next week, if it does not rain, but what he actually brings to them today. They will not have to specify that it is to be No. 3, or any other grade, but simply examine it when it comes in to their scale and fix the price, there and then. If it is good grain pay good prices and if poor grain pay poor prices.

Farmers are just as liable to strike a good market the day they haul in the grain as they are the day they contract for future delivery. When the dealer has a car of grain in the house he can sell it by wire and ship at once. There is no ifs and ands attached to the deal.

The writer has watched this process for

years and finds many unpleasant parts in the contract system. A dealer contracts for 1,000 bus. of corn from Mr. A for 15 days delivery and pays him \$15 down. The dealer thinks he has it sure and sells it. Time expires and the corn does not come, for some good reason, and probably the dealer is soaked for 1 or 2 cents per bu. damage for not fulfilling his contract at the other end. Now, the dealer can lose or make the farmer lose, and neither has gained, while if no contract had been made both wud be better off in the long run.

Heavy rains thruout many sections have rendered corn delivery impossible this year and in consequence the losses are falling heavily on dealer and farmer. Can't the dealer quit?—Nebraska.

Asked— Answered

WHAT IS A SCOOP SHOVEL BUYER?

Grain Dealers Journal: We find that several parties are buying grain from a scoop shovel shipper at this place. One of our dealers took the matter up with one of the buyers, but he pleaded ignorance.

We saw a letter in which he said that these people operated an elevator at another point, therefore are allowed the privilege of unloading from wagons to cars direct at this point. This is not our understanding of the business. We have always refused to buy stuff from any point where there was a regular elevator unless the stuff was handled through the elevator. What are the rules governing the grain business and what is strictly a scoop shovel buyer?—Ohio.

Ans.: A dealer is regular only at the station where his elevator is situated. A scoop shovel buyer is one who attempts to handle grain with no facilities for storing, receiving or loading.

HOW TO STOP SCOOPING.

Grain Dealers Journal: We are still bothered by scoop shovelers at this place. Have regular dealers been able to stop them at other points? If so, how was it done?

It seems to us that the railroad companies would be justified in, and the courts would commend them, for refusing to deliver cars to such people. Is not it a fact that it is done in some places openly? Trading of this kind is very aggravating and the legitimate dealer is handicapped to such an extent that it is next to impossible for him to work profitably.—S. M.

Ans.: Several years ago the Nebraska Railroad Commissioners did sustain a rule established by the railroads refusing to furnish cars unless grain was in sight in carload lots and ready for shipment. In time of car famine other western railroads have established a rule in conformity therewith, which seems right and proper.

Holland threatens to place a duty of 30 cents a barrel on flour.

Grain tendered on contracts for future delivery on the Liverpool Corn Exchange will be graded by a committee of five members under the change in its rules increasing the number of grades that may be delivered.

Annual Meeting Ohio Grain Dealers Association.

The twenty-fourth annual meeting of the Ohio Grain Dealers' Asso. was called to order by Pres. H. S. Grimes in the meeting hall of the Beebe House, Put-in-Bay, Lake Erie, at 10 a. m., June 4. Secy. J. W. McCord gave a brief resume of the minutes of the last meeting, picking out the important features.

Pres. Grimes then spoke as follows:

PRESIDENT GRIMES' ADDRESS.

This is the twenty-fourth annual meeting of the Ohio Grain Dealers' Association and our association is twenty-five years old. The original idea of holding meetings was more for an outing than for business, but as time has gone on the association came to the conclusion that it would make a business organization of it. The result has been in the last four years very advantageous to all. Organization perfects every business, and it is more necessary with grain men, for they have to deal with people who are not familiar with business methods.

The numbers present do not indicate the power we have, but the quality makes up for the number.

At Columbus we have the business meeting. At Put-in-Bay it is more to get together, talk over affairs and straighten out our personal affairs. Harmony is what we come here for.

One thing I want to call your attention to is to take advantage of what the Association offers, more particularly the arbitration feature. The association does not want to antagonize the grower of grain. I believe the farmers have come to the conclusion that the associations are a benefit. I believe if the associations would go out of business it would mean disaster to the producer and the dealer. There is nothing to prevent continued prosperity—even the trusts can not; the reason is that every one is forging ahead, and you can not stop them; therefore I say, do not cross the bridge until you come to it. Last year you had trouble with the American Farm Co., which was gotten up to antagonize the dealers and make the farmers rich. The Secretary will tell you more about this.

Secy. McCord then read the following report:

SECRETARY'S REPORT.

In reviewing the work of the past year, the prominent question first presenting itself to all of us is, What good has been accomplished to the individual in the way of direct benefits, or rather in a substantial way in dollars and cents? I leave the answer to this question to be answered and decided by the individual, reminding you that you should lose sight of the selfish interest and rather consider your lot cast with the common interest at large. The dollars and cents represented in your bank account do not represent the real benefits, when viewed from a broad, liberal, unselfish basis. If, as we claim, the general conditions have been improved, you have equally with your neighbor received directly and indirectly the advantages of the work accomplished. For us to occupy defensive ground, as we constantly do in these times of organized effort in all departments of commercial activity, and not hold a position well to the front, then sooner or later we will be found in the rear ranks, and on the verge of defeat.

It is only by strenuous personal effort and well organized action as a body that we can hope to advance our interests or ever successfully resist encroachment on our rights. As we look over the field of action and see the formidable array of obstacles that have developed against our interests in late years, we wonder how we have made progress or even held our own. The free-for-all methods which obtained with us in business a few years since, if in practice to-day, would bankrupt the greater part of those engaged in the trade, and elevator property in Ohio would go begging at twenty cents on the dollar. I will not occupy your time by enumerating the advantages, privileges, concessions, direct and indirect, once familiar to you all, that were in former years accorded to the grain trade by the numerous common carriers. These things

are now only history, and the old-time "snaps" have been absorbed, so to speak.

In the "community of interest" idea, so prevalent in these days of practicality, one common carrier, the grain man of to-day, must be alive to the situation. He must work just as intelligently and methodically as the farmer, the banker, the merchant, the railway manager. The old-time hap-hazard plan will not win. Nothing "just happens" these days to the grain man but death, taxes and hot corn; reduce death and taxes to the minimum and eliminate hot corn, and we would indeed be a happy family.

It is not possible for us at this, our twenty-fourth annual meeting, to so wisely determine the great factors of the grain trade as to completely bring about the millennium, but we can by harmonious and concerted action and understanding advance to the threshold of our twenty-fifth anniversary with a knowledge that we have not labored in vain; that we know each other for the better; with increased confidence in and charity for our brother dealers; with respect for ourselves and the honorable calling in which we are engaged, and, not least, with a good feeling and best wishes for the deserving farmer, the producer of the sustenance of our business.

Under the present arrangement, our membership is undergoing a radical change. Prior to the affiliation of this Association with the National, and prior to the formation of our Local District Associations, our membership was all of one class. Now, by reason of transferring all track buyers and commission firms to the National, and transferring members at large of the State Asso. to the District Associations as fast as organized, we find ourselves with eighty-six members at large, as compared with over two hundred two or three years since. However, our real strength in numbers is to-day greater than ever before, as in reality we have lost none of the membership, except to change their relationship.

The Ohio Grain Dealers' Asso. is an affiliated body of the Grain Dealers' National Asso., and as such has affiliated its membership at large, and also the membership of its affiliated District Associations, the Miami Valley, Western Ohio, Middle Ohio, and Northwestern Ohio Millers and Grain Dealers' Asso., to the National Asso., this forming an ideal working arrangement, insuring the greatest possible results in the work of the Asso., as it leaves each district to manage its own affairs as best subserves the conditions existing in the particular territory.

The excellent work accomplished by the four district associations just named is the most convincing evidence of the value of our plan of organization. We have good reason to expect the formation and affiliation of two or three more district associations, and when done the State will be practically covered, and we will be in position to do work not equaled in results by any other State Asso. Ohio stands to-day foremost as an Asso., doing quiet, effective work, with fewer disturbing elements than any other Asso., and with equal benefits and advantages derived. We take pride in that we have not arrayed against us a horde of farmers' co-operative schemes, building elevators and causing internal strife and dissensions. We also take pride in believing that our producers, the farmers, have confidence in and respect for our dealers and our association, and do not generally consider association work inimicable to their interests.

There has never been a time in the history of our trade when our dealers knew each other better, and with more confidence in each other, and with more consideration for each others' rights, than at the present time; to say nothing of all the other benefits derived from Asso. work, the pleasant relations of harmony, confidence and respect for each others' rights more than ten-fold compensate for all our sacrifice of time, money and effort contributed to the cause.

It has been my pleasure as your Secretary to meet frequently with the different district assos. in their social and business meetings, and I assure you that I have gained valuable knowledge in Asso. work by coming in direct contact with all the different conditions peculiar to each particular territory, and have reason to congratulate myself on the opportunity for gaining a knowledge of the work as it

were from first hands and from the fountain head.

Some complaints have come to me on different matters. I have done the best I could in an impartial manner to allay the troubles. The "scoop shovel" business has caused us no little annoyance. We have no doubt done the best that could have been done to meet the situation, and have succeeded in reducing the trouble to small proportions. Some few of our dealers have suffered materially from this trouble, particularly last fall during the oats and corn movement in Champaign and Miami counties. However, with timely aid from sources least expected, the trouble was removed. The "scoop shovel" business will always be with us to a certain extent. It can not entirely be eliminated, but by vigorous, active opposition we can reduce it to small proportions.

Several cases have been offered for arbitration during the year, but in each instance the defendant was a non-member and would not consent to arbitration, so that our arbitration committee has not performed any work, which certainly speaks well for our membership.

The report of the treas. showed cash on hand June 2, 1902, to be \$10.06; receipts for the year, \$769.00; total amount of cash, \$779.06; expenditures, \$714.32, leaving a balance on hand of \$64.74. The report showed further that the number of members from whom dues could be collected to be on Oct. 14, 1902, 281, while on June 1, 1903, the number had increased to 324.

Secy. McCord: You all know about the American Farm Co., and the ouster suit brought against them by Attorney General Monnette. Prior to this, suit was brought against the Marion Milling Co., Marion Mirror and Jos. Gundy, of Marion, O., by the American Farm Co., for \$50,000 against the first two and \$20,000 against the last. Ex-Atty. Gen. Monnette went to Buffalo to take depositions in the case and there met D. B. Hill, attorney for the American Farm Co., who proposed a compromise, which resulted in the asso. withdrawing its ouster suit and the American Farm Co. withdrawing its suits against the Marion Milling Co. and others, and withdrawing from the state. I understand that this company has incorporated under the laws of Arizona for \$300,000,000, but I do not think it likely that they will trouble you any more. There are some attorney fees to be met. I do not think it fair to allow the Marion people to stand all the expense, which is about \$300.

Pres. Grimes: Some may consider it a local affair. It was so far as our organization was concerned, but if the Farm Co. had been successful it would affect every dealer in the state. These men started in "to protect the farmers." Of course while protecting them they protected themselves; they employed the best lawyer they could get and got good results; they paid all expenses, and I believe that all dealers should put up his share of this expense, as it was a protection to all.

The president appointed the following committee to formulate some plan for raising the money: E. W. Seeds, G. W. Lamb, J. B. Miller.

Mr. Seeds, chairman of the committee on legislation, said his committee had no report to make, as no work had been done. He said: Under the laws of the state of Ohio there was no chance to collect claims on grain damaged in transit, as it was a hard matter to prove where any delay or damage occurred. Missouri has a law which makes the road issuing the B/L responsible and giving them the privilege to collect from other roads. We offer the following resolution:

Resolved, first, That the Legislative Committee of this Asso. be and they are hereby instructed to use every honorable

means at their command to have enacted by the Ohio Legislature, at its next session, a law fixing the liability of common carriers on the same lines as are provided by the Missouri statute, viz.:

Sec. 5222. LIABILITIES OF COMMON CARRIERS.—Whenever any property is received by a common carrier to be transferred from one place to another, within or without this state, or when a railroad or other transportation company issues receipts or bills of lading in this state, the common carrier, railroad or transportation company issuing such bill of lading shall be liable for any loss, damage or injury to such property, caused by its negligence or the negligence of any other common carrier, railroad or transportation company to which such property may be delivered, or over whose line such property may pass; and the common carrier, railroad or transportation company issuing any such receipt or bill of lading shall be entitled to recover, in a proper

C. B. Jenkins: I would like to see some action taken on the bag question, for those who have not learned to be good, it is the easiest thing in the world to get rid of; we had no trouble. The best way is to get some disinterested party to establish a bag depot, either sell the bags to the farmers or charge them a rental of one-half cent per day.

Others stated that they had made up their minds to quit the bag business, that they had had some kicking from the farmers, who said that they would ship their grain, but that it did not last long, and that they are getting the grain just the same as before.

The president asked for some discussion on the hot corn situation. In reply

W. Hardman: I do not suppose that any one has any more trouble with scoopers that I do. There are two sidings near my town, and a small army of scoopers are there during harvest. Most of the stuff goes to Baltimore and some of it to Pittsburg. I wish the association could do something to stop it.

D. G. Stewart: As I am from Pittsburg will say that I have never had any dealings with the parties who are bothering Mr. Hardman. I do not handle scoop shovel business. We want a complete understanding with you all and deal square face to face, always ready to rectify any wrong.

Jos. A. McCaffrey: We have never had any dealings with the parties Mr. Hardman speaks of. We always treat the association fair.

Secy. McCord: Has the efforts of the association produced any good effect.

W. Hardman: I took the matter up with the Baltimore parties, but never got any satisfaction. The assn. however got their attention and they promised not to handle the grain. The grain is now being shipped to Baltimore in the name of C. W. Standish and billed to him, but is handled by the same parties as before. The assn. has done all it could and has assisted me. True Martin at our station, who is an old retired grain man, gets quotations from all over; he is a disturber and shows them to the farmer.

The Committee on Resolutions offered the following resolution, which was adopted:

Whereas, The Marion Milling Co., the Marion Mirror and Mr. Jos. Gundy have taken a firm stand and done heroic work in the matter of the American Farm Co., and its operations in their respective localities, thereby incurring the enmity of that concern which in turn put them to great annoyance and considerable expense; therefore,

Resolved, First, that we, the members of the O. G. D. A., wish hereby to express our appreciation of the great service they have rendered not only to all Ohio grain dealers, but to the Ohio farmers as well in so effectively ridding our state of the operations of the above named concern.

Second, That we commend their example to each member of this association, in all matters of like character pertaining to the interests of the grain producer and the grain dealer, feeling assured that such work as theirs can only serve to strengthen our organization and bind us closer together for the protection of mutual interests.

E. W. SEEDS.
G. W. LAMB.
J. B. MILLER.
Committee.

The following resolution was offered by the Committee on Memorial, and adopted:

We, your committee on memorial, beg to submit the following:

Recognizing the fact that the all-wise Creator rules and governs the destinies of all men, and that at His own pleasure He calls man to his final reward, we bow at His supreme command. On this occasion we are called upon to remember that death has visited our ranks and has claimed as his portion our fellow workers, T. R. Herr, of Columbus, O.; Edgar A. Brecount, of Conover, O.; F. H. Brooks, Yellow Springs, O.; Frank Heyman, Monroeville, O., and Robert Thompson, Peoria, O. Recognizing this fact as we do, we hereby

Resolve, That in the loss of these members the Association of Ohio Grain Dealers has sustained a great loss and that by their faithful adherence to the principles of our organization they have endeared their memory to us while we journey here below.

Resolved, further, That we tender our sympathies to their bereaved families and that our secretary forward to each of them a copy of these resolutions.

J. B. SEYMOUR,
G. W. LAMB,
C. B. JENKINS.
Committee.



Photograph by Tingley, Jr.

Some of Those Present at Meeting of Ohio Dealers, Put-in-Bay, June 4, 1903.

action, the amount of any loss, damage or injury it may be required to pay to the owner of such property, from the common carrier, railroad or transportation company through whose negligence the loss, damage or injury may be sustained.

Second, That the officers of this Asso. are hereby instructed to advise each member of the importance to all shippers of such a statute, and request that each personally take it up with the member, or members, of the Legislature from his district and urge its passage.

Third, That the Secretary be instructed to send a copy of these resolutions to each of the affiliated organizations with the request that the matter be brought to the attention of each member of such organization, and they requested to use their personal influence with the members of the Legislature in their respective counties to urge the passage of such measure.

After some discussion the resolution was adopted.

The president then appointed the following committees:

Committee on Nominations: H. S. Hefner, J. B. Miller and Harry Kress.

Committee on Resolutions: J. P. McAlister, J. I. Smith, C. P. Bauman.

Committee on Memorial to Deceased Members: J. B. Seymour, C. B. Jenkins, G. W. Lamb.

Mr. Seeds: In looking over the by-laws I discover some discrepancy in that which relates to arbitration, I would like to see substituted for Sec. 6, Art. 4, the arbitration rules adopted by the Iowa Asso., which I will read.

The following committee was appointed to take up the matter of changing the rules: E. W. Seeds, G. P. Teegarden, I. P. Gundy.

Mr. Jenkins said: I want to get just as far away from the subject as possible, and think that others who had any trouble with hot corn want to get away from it, and take the extract.

The meeting then adjourned until 8 p. m.

EVENING SESSION.

The meeting was called to order by the President at 8 p. m., and was opened by a discussion of what constitutes a scoop shoveler.

C. H. Tingley: I have had a little experience with the scooper and my definition for him was, any dealer, whether he had an elevator or not, who went into another man's territory, who had an elevator, and bought grain and loaded it into cars. I would be glad to feel that no member of this asso. would be guilty of this.

C. B. Jenkins: I believe that Mr. Tingley has stated a great fact that no man should go into another man's territory and load grain into cars. At a point that has no elevator any one can load grain into cars. It is hard to compete with a man who only owns a scoop and a broom. Allow your neighbor what he allows you, then you can meet your competitors as brothers and not as enemies. Labor to build up business on business lines.

John W. Yeasel: Armsted & Burk, of Springfield, have through Demont Stephenson been buying grain at my station, when they have no facilities, I am glad to know what constitutes a scooper.

The Committee on Rules advised adopting the amended arbitration rules of the Iowa Assn. to take the place of Sec. 6 Art. 4. This was done.

Secy. McCord: During the past year we have had some complaints from the vicinity of Bucyrus. I have been informed that Mr. Thompson will build an elevator and buy others.

P. J. Thompson: I have bought a few cars of grain and loaded them direct into the cars, but decided that it was not right and intend to enter the grain business right, and hope to treat you all fair and square.

Mr. Seeds, chairman of the matter pertaining to the American Farm Co., and of raising money to help pay for legal services, stated that the committee would make an investigation and ascertain the amount of money needed, then formulate a report and submit it at the fall meeting in October.

The Committee on Nominations presented the following names for the officers of the assn. for the coming year: For President, C. B. Jenkins, Marion; Vice President, C. H. Tingley, Columbus; Secy. and Treas., J. W. McCord. For Governing Board: J. S. Dewey, Blanchester; H. W. Kress, Middletown; J. I. Smith, Circleville.

For those to represent the affiliated assns., Ed McCue, Pittsburg, Western Ohio Grain Dealers Assn.; Grant McMoran, St. Paris, Miami Valley Grain Dealers Assn.; C. D. Resler, Caldonia, Middle Ohio Grain Dealers Assn.; R. Turner, Avery, N. W. Ohio Grain Dealers and Millers Assn.

This report was unanimously adopted and the above declared duly elected.

H. S. Grimes: I desire to state the high appreciation I feel in having been your president, and have enjoyed my official duties largely beyond my expectations. I have met gentlemen whom I will never forget. I have endeavored to further the work and have traveled over the state and done some good. I have had the assistance of Secy. McCord and feel that you ought to elect him for his natural life. I want to thank you for the treatment that you have given me. I feel confident that I am turning the office over to a good man, who will give it good service. I take great pleasure in introducing Mr. Jenkins.

Mr. Jenkins: Ladies, gentlemen and fellow dealers, I want to assure you that this is rather sudden. I am unacquainted, but I assure you as our assn. is a school, I shall endeavor to profit and make the assn. one of the leading ones in the U. S. With the feature of local assn. there is no reason why we should not become a power, but we should be careful how we use it, and show the farmer that we are his friends and do nothing that will work against him. Let us grain dealers work with a feeling of brotherly love and make our gatherings one of pleasure and profit, then it will be a blessing to be in the grain business. I thank you and assure you that I will do all I can to further the interests of the assn.

A vote of thanks was then extended to the retiring president for his good work.

Secy. McCord thanked the assn. for the honor conferred and hoped to give better service in the future than in the past.

C. H. Tingley thanked the assn. for the honor conferred upon him, and promised to do what he could to further the interests of the assn.

Secy. McCord then read the following telegram from the secy. of the Toledo Produce Exchange:

TELEGRAM FROM TOLEDO.

Fred Mayer, B.:

Please show following to dealers who use Toledo market: If Toledo markets are not given regularly in your local paper or in the outside paper which you take, urge upon the dealer the necessity of telling their local paper that he would like to see Toledo markets given. They will send such request to Associated Press officials, and our markets will likely be furnished. Some papers have lately cut down their market news, and it is up to their subscribers who want to know the Toledo market to get after their newspaper managers. This is important.

A. GASSAWAY,
Secretary.

Fred Mayer: Some papers have cut out Toledo markets for the purpose of cutting down expenses. We think Toledo of enough importance to have our quotations published. You Ohio Dealers need them.

Pres. Jenkins: If the assn. pleases you, tell others; if not, tell your officers, and we will do all we can to better it.

J. P. McAllister: Our efforts have been to protect the dealer, but we have forgotten the dealers at terminal markets, we should protect them also.

Secy. McCord: All dealers should be loyal to receivers members of the National Assn.; they are loyal to us. We want more local assns. and want the support of all dealers.

The meeting then adjourned sine die.

CONVENTION NOTES.

The assn. as usual passed the cigars.

Fred Mayer left his mustache at home.

Fred Mayer has a bad habit of using Ponds Extract.

The Grain Dealers Journal was represented by J. Carver Strong.

The music was good; this is the opinion of those who did not hear it.

The Marion Milling & Grain Co., Marion, distributed lead pencils.

Neat vest pocket memorandum books were distributed by J. F. Zahm & Co.

The evening session was well attended. The New Bebee House employs colored waiters.

Neat match safes were distributed by A. S. Garman, representing the Huntley Mfg. Co., Silver Creek, N. Y.

Secy. McCord distributed circulars of four arbitration cases, which were published by Secy. Stibbens, of the National Assn.

E. W. Seeds, J. W. McCord and J. P. McAllister, all of Columbus, O., were the only ones present who were in attendance at the first meeting 25 years ago.

The Toledo contingent consisted of the following: Dave Parsons, of C. A. King & Co.; W. W. Cummings, of J. J. Coon; and Fred Mayer, of J. F. Zahm & Co.

The following Pittsburg Dealers were in attendance: C. A. Foster, J. A. Albert Geidel, of Geidel & Co.; Jos. A. McCaffrey, of Daniel McCaffrey's Sons; D. G. Stewart.

Five railroad men were in attendance: Huntington Fitch, of the Erie Despatch; H. E. DuBois, of the Interstate Despatch; A. L. Gilmore, of the Traders Despatch; W. D. Miner, of the Union Line; Ernest L. Abbott, of the Lake Shore-Lehigh Valley Route.

The following Ohio Dealers were in attendance: Fred Abel, Cleveland; C. P. Bauman, Canal Winchester; J. Boles, Circleville; J. Brewer, A. Brewer, Ada; L. H. Bruns, Mechanicsburg; T. W.

Baum, Duvall; D. Burns, Hagerman; H. Bannader, Lodi; H. M. Cook, Fremont; W. Hardman, Cable; H. S. Hefner, Circleville; C. Hornung, Gibsonburg; H. W. Kress, Middletown; C. H. Little, Xenia; G. W. Lamb, Hooker; Ed McCue, Arcanum; J. P. McAllister and daughter, Columbus; J. W. McCord and wife, Columbus; J. B. Miller, Richwood; H. W. Robinson, Greenspring; E. W. Seeds, Columbus; J. B. Seymour, Kenton; Geo. Selfert, New Washington; J. I. Smith, Circleville; Geo. Schaeffer, Dayton; R. Smith and wife, Sidney; R. D. Sneath, Tiffin; H. M. Strauss, Cleveland; J. C. Snyder, Holgate; P. J. Thompson, Plankton; C. P. Teegarden, Ashville; C. H. Tingley, Columbus; R. Turner, Avery; Fred Vercoe and wife, Columbus; J. W. Yeazel, New Moorefield.

Screenings

Exports of beans and peas for the 10 months prior to May 1 were 134,000 bus., compared with 106,000 bus. for the corresponding period of 1901-2.

Imports of beans and peas for the 10 months prior to May 1 amounted to 1,040,000 bus.; compared with 843,000 bus. for the corresponding period of 1901-2.

The cracksmen who burst a grain man's safe recently and found only a few cents, as usual, worked several hours at much less than the scale provided by the Amalgamated Asso. of Night Workers.

Exports of foreign beans and peas for the 10 months prior to May 1, as reported by O. P. Austin, chief of the bureau of statistics, amounted to 39,000 bus., compared with 76,000 bus. for the corresponding period of 1901-2.

New style trading in wheat for future delivery went into effect at Chicago June 2. As buyers prefer the old style, that delivery immediately went to $\frac{1}{4}$ -cent premium, but has since sold even with the new. Hard winter is worth as much as the old contract and the delivery on new contracts would be equivalent to making the purchaser a present of 5 cents per bushel. The new, of course, can never rise to a premium above the old, as the seller would exercise his option to deliver on either.

The conditions for the wheat crop of Michigan during May were fair, as reported by Fred M. Warner, secy. of state, June 9. The weather was too dry in many parts of the state, but it would have been worse if it had been warmer, making it favorable for the Hessian fly, of which there has been some complaint. If the weather is cool and damp during June the wheat crop will be a good one. The average condition of wheat for the state and southern portion is 87; northern counties, 92, and in the central portion, 85; compared with 86 for the southern counties, 91 for the central and northern counties, and 88 for the state 1 year ago. Of the wheat sown in the state 3 per cent will be plowed up because winter killed or otherwise destroyed. Corn planting was delayed by dry weather and many reports come in that the corn was not all planted by June 1, the acreage of which will average about 96 per cent of the crop of 1902. The condition thruout the state is 87. The condition of rye and oats is 88 for the state. The meadows, as compared with an average, show a condition of 88 thruout the state. The acreage of barley is 89, compared with 1902.

Echoes of the Texas Meeting.

Upon adjourning Thursday afternoon all went to the plant of the South Texas Grain Co. After a careful inspection of the warehouse, the elevator, its mechanical equipment and a bowl of punch the dealers sat for a fotograf, which is reproduced herewith.

Friday afternoon the trolley ride was abandoned and Mr. T. H. Thompson took the visitors to inspect his new flour mill and his rice mill.

About one-half of those in attendance went to Galveston Friday evening and did not stop for supper until they had enjoyed a plunge in the salt water. After the bathing a fish dinner was given the visitors by the Galveston dealers and elevator men.

Saturday morning, after inspecting the receipt of Red Snappers and their preparation for shipment the dealers boarded the Galveston Wharf Co.'s tug for a ride on the bay and an inspection of the wharves and jetties. Ample liquid refreshments were supplied and no one became sea sick.

Hike! Hike! Hike!

Saturday afternoon the visitors were taken in a special street car to all parts of the city, the sea wall in different stages of completion, the public buildings, handsome residences and substantial business blocks. The story of the storm and the experiences of eye-witnesses was told and wondered at. A careful inspection of the brewery was not omitted. The afternoon closed with a promenade along the beach and a plunge in the Gulf.

Sunday morning Sec'y Dorsey kept all from going to church by enticing them out on the bay in a launch.

Sunday afternoon, after riding the high tide rollers and enjoying one more fish dinner, the dealers hied away to the Katy Flyer for their homes. Each enthusiastic in his praise of the cordial entertainment received at Galveston.

"Papa" and three men from Oklahoma want the next meeting held in Galveston.

The modesty of the Association's Socialist Harrison was assumed: He can sing, when he will.

Messrs. Hanna, Davison, Fordtran,

most when the dealers reached Galveston.

It was too windy to catch fish, so the dealers ate all the fish in Galveston.

Among others present but not previously reported: J. M. Batchelor, Vernon; O. H. Black, Leonard; C. H. Bridges,



Members of Texas Grain Dealers' Asso. at Houston, May 21, 1903.

Jockusch, Butts and Gardner kept a watchful eye on island visitors.

Some retired every morning.

"When the seaweed drifted against him he was overcome with the stingaree fever and made for the bath house."

Many departed laden with sea shells, magnolias and cape jasmynes.

Mr. Schiff of Greenville was missed

Waco; W. R. Fields, Howe; C. S. Henderson, Sanger; J. A. Hughes, Howe; W. L. Keel, Gainesville; J. J. Knight, Dallas; R. H. Lanning, Llano; G. C. Mountcastle, Ft. Worth; Lee Patrick, San Antonio; E. G. Rall and S. H. Ranson, Ft. Worth; J. C. Reader, Houston; D. T. Shirley, Sanger, and W. D. Van Wagenen.



Photograph by C. R. Blackburn.

Members of Texas Grain Dealers' Asso. at Houston, May 21, 1903.

ANNUAL MEETING OF ILLINOIS GRAIN DEALERS ASSOCIATION.

The tenth annual meeting of the Illinois Grain Dealers Asso. was held in G. A. R. Hall, Decatur, June 3rd and 4th. The first session of the meeting was called to order by President H. N. Knight, at 11 a. m., Wednesday.

The dealers arose, sang "Illinois" and remained standing during the invocation.

R. I. Hunt of Decatur welcomed the dealers to the city in the following words: A year ago when I was called before you to welcome you to the city I said the Mayor ought to do it, but if he were here today he could have offered you nothing but the keys to the city. As I look about me I think it is not the keys to the city you want, but the keys to the boathouse. I am simply here to extend to you a most cordial greeting and to assure you that your welcome is as broad as the universe and as limitless as the immutable stars. We trust that during your sojourn in the city you will have all the enjoyment that is possible to men engaged in such strenuous occupations as you are engaged in. We are glad to have you here because we have arranged to have no less a person here than the President of the United States. We urge you to help us in giving a welcome to the most strenuous President ever in the United States.

A. E. Reynolds, President of the Indiana Asso., responded as follows: I am sure I ought to apologize to this convention and to Mr. Grimes, of Ohio, who was to have filled this part of the program. I was informed that I was to respond to an address of welcome by the mayor. I am sure it was just as well done by Mr. Hunt as any mayor could have done. I feel like a man who was called upon to make a speech and after it was over said, "I did not know how I did it. When I got up the words were frozen in my mouth." A friend who heard the remark said, "It is a pity there was a hot spell." If you do not feel welcome after the welcome extended to you I am certain I cannot say anything that would make you feel welcome. Grain men generally get everything there is to be had out of anything. I feel at home here. This is the first time I have attended one of your meetings in this city and I want to extend to you an invitation to attend our meeting in Indianapolis next week. If you come there, we will give you as much hospitality as we know how. If you will come we will give it to you 60 pounds to the bushel, No. 1 article and worth a high market price.

Pres. Knight read the following paper:

PRESIDENT'S ADDRESS.

Members Illinois Grain Dealers Association:

It is a pleasure to report the very good condition of your Association after a series of cyclones, of July corns, Farmers' elevators, short weights, damp corn in the South and car shortages. All of these obstacles have been encountered, and that we have passed through them and come out broader, stronger and perhaps wiser, with an increased membership of 10 per cent over last year, making your association one of the foremost associations in the State, which is very gratifying. Especially so when all kinds of associations are being vigorously attacked on their business lines. Here is where all your years of association work has counted. For I do not think you would have wanted to go back a few years and have your constitution and by-laws scrutinized as

were your present one by the Railroad and Warehouse Commission.

We have gone through the fire and come out unscorched, while others have been scorched and some indicted by our courts.

We should be very careful in the future, as in the past, not to enact any unwise laws or resolutions, thereby keeping your association irreproachable. Remember, it is easier to get neighbors and competitors in line by meeting in annual convention and extending the right hand of fellowship than trying to resolute them in.

It has been a pleasure to be identified with such good business men as you have in your directory. They have left their own business to attend to your interests, and we owe our success to their good judgment.

Your Secretary has worked night and day to keep up the work. No task too hard for him; ever ready to go to any part of the State to look after your interests. The work has become so heavy in his office that I think he should be given an assistant. His report will give the year's work in detail.

Your committee on finance will show \$700 in the treasury after paying all bills, leaving us on a good financial basis.

The arbitration committee's report will show all cases disposed of to the satisfaction of all parties. I heartily endorse the settlement of all differences by arbitration, but think you should establish a set of rules to arbitrate by.

Your legislative committee deserves much credit for their persistent work against almost hopeless odds in trying to secure Civil Service in our inspection department. Their report will show the work in detail.

Your insurance committee has succeeded in founding a Mutual Insurance Company and have it on a good working basis. Our Secretary, Mr. McCotter, is here and will give you a detailed account of our company, which I heartily recommend to all grain men carrying insurance.

Upon motion the reading of the minutes of the last meeting was suspended.

P. A. Felter, Secor: I move that a Committee on Resolutions be appointed consisting of the following: S. S. Tanner, Minier; J. W. Radford, Chicago, and H. I. Baldwin, Decatur.

The motion was seconded and carried.

S. S. Tanner: I move that the following committee be appointed on nominations: H. Newell, Bloomington; E. R. Ulrich, Springfield; J. H. Herron, Sidell; F. L. Ream, Lostant; Mr. Shearer, Fairbury.

T. P. Baxter: I move to amend the motion so as to read that the chairman appoint the Committee on Nominations.

The motion was seconded.

S. S. Tanner: I move that the amendment be laid on the table. This motion was seconded.

Secy. Mowry read the Constitution and By-Laws providing for the appointment of all special committees by the President.

Pres. Knight decided that Mr. Tanner's motion was out of order.

Mr. Tanner appealed from the decision of the chair on the ground that this was a regular committee, but the vote was 122 to 72 in favor of sustaining the chair.

Upon motion the meeting adjourned for dinner.

WEDNESDAY AFTERNOON SESSION.

The dealers were called to order by Pres. Knight at 2:30. The following nominating committee was appointed: Theo. P. Baxter, Taylorville; Geo. A. DeLong, Foosland; E. Beggs, Ashland; Wm. Hirschy, Chicago; Thos. Costello, Maroa.

Secy. Mowry read the following report:

SECRETARY'S REPORT.

We have met for the tenth time since the Asso. was taken from and formed out of the old Marston Asso. We have had a State Asso. for more than a score of years, and the most of the time in good working order; but as circumstances are constantly changing it is necessary to meet each year to see what has been done and to prepare for another year's campaign.

As to the standing of the Asso. and as to what is necessary to do, the most of your information must come from the Secretary, who is your paid agent, and whose duty it is to attend to your business when you are not present to look after it yourselves; but this is the time when the rights and power you have entrusted to others comes back to you. The Asso. is now in your hands, and we, your servants, are here, ready for your applause or your condemnation for what has been done during the past year.

I now trust you will give me your strictest attention, while I make as brief a statement as I can, as to what has transpired since the last annual meeting, and I fully believe that your actions will be wise and prudent, so that when you again turn the business over to your servants that they will better understand the different points of business than they did before.

MEMBERSHIP.—One year ago we had 587 members, we had gained 113 from the previous year. Now we have 669 members, a gain of 82 from one year ago. Thirteen of our receivers have withdrawn and gone into the National Asso. Forty-eight local dealers have sold out. Three have died, making a loss of sixty-four members. We have taken in 146 new members; this makes us a net gain of 82. Our Asso. reaches much farther than it did, and we now represent nearly 1,200 elevators. Our membership ought to be increased to 1,200 members with 1,600 elevators. Of course, this cannot be done in one year, but very much of it should be done during the coming year. Much work and organization should be done at both ends of the state. That is the reason that we are just using a man at each end of the state. I have been asked to state at what part of the year we have taken in new members. From June to December, 61; from December to June, 85. I make this statement to show that we have done the best since we have had the most opposition.

JULY CORNER.—At the beginning of this year we became mixed up in the July corner in grain, at Chicago. Now Illinois has no more interest in the inspection at Chicago than has several other states, and we should not be expected to protect the other states, except what we do in a legislative way. Therefore, I think it well for our Asso. to take as little part as possible in a matter like the last July deal. That affair cost us considerable money and time.

CIVIL SERVICE.—A movement was made in Chicago to get a Civil Service Act passed that would give us more competent officials in all parts of the state, especially the Inspection Department. Our committee, Mr. Radford and Mr. Tanner, did all that could be done on our part. This was a matter that was strictly Illinois, and belonged to us to attend to.

ARBITRATION.—We have had more cases to arbitrate this year than during all the years since the Asso. started. This vast number of cases grew out of three causes, scarcity of cars, which prevented men from fulfilling their contracts, was the leading cause. The delivery of inferior oats was another cause, and short weights in some parts of the country was still another reason for arbitration. I believe our arbitration rules should be amended in some respects, and I would recommend that this meeting appoint a committee of two shippers and one receiver to make rules for arbitration, and to present the same for adoption to our directors. The arbitration committee will speak for themselves in their report.

RAILROAD COMMITTEE.—There is very much feeling in some parts of the state about the scarcity of cars on nearly all roads. That matter will be discussed later in the meeting and we will then hope to hear a report from the Railroad Committee.

NEW DIRECTORY.—About two months ago both traveling men started to make corrections all over the state. The changes throughout the state have been very numerous, not only the 48 of our own members have sold out, but the non-members have sold out in greater proportions than our members have, so we believe it necessary to make a personal investigation and try to get a very correct list. We also

wished to get at the reputability of the new dealers while making our arrangements, which were necessarily slow. We learned that Charles S. Clark, of "The Grain Dealers' Journal," has gone to great trouble and expense to get out an Illinois list, as he had done in several other states. At a meeting of our directors at Monticello, May 16, it was decided to turn over all the information we had to Mr. Clark and to assist him in getting out his book. If the book is what we want we have no reason to get out a book at this time. Two independent books would have created great confusion. Mr. Clark notified me some time ago that he decided to get out a book, and has only done in Illinois what he has before done in other states. If the book should not prove what we want, it will then be time enough to act in regard to a new book. Each of you are to have a book the same as though we issued it.

NATIONAL ASSO.—There are still some little hitches between our State Asso. and the National. I have believed that the National ought to take more action in terminal weights when grain goes out of the state. Mr. Stibbens agrees with me and does all that pen and typewriter can do to try to remedy some of the evil, but if he was where the evil happens, in person or by representative, there would be a very different state of things. If our dealers sell grain to go to New Orleans, New York, St. Louis, Memphis, or any other point, they ought to be bound by and accept the weights of those places. But when grain is switched off, and sent to every little cross-road dealer and weighed on all kinds of scales, I do not think the buyer has performed his part of the contract unless he has informed the shipper as to his manner of handling grain.

RAILROAD AND WAREHOUSE COMMISSIONERS.—During the last week in January nearly all the officers of the Asso. were subpoenaed to appear before the Railroad and Warehouse Commission at Springfield. The occasion of this extraordinary movement was that there was trouble at Mason City between a grain dealer named Curry and a co-operative concern at that place. Neither party interested were members of our Asso. This fact was proven to the satisfaction of all present.

Whatever their reasons may have been it is certain that we had no interest, whatever, in the Mason City quarrel. It has been our object from the first to do no injustice nor violate any law, but to protect as far as possible all worthy reputable grain dealers.

LOCAL BRANCHES.—We have throughout the state about 17 local branches. They hold their meetings at different places, discuss business matters, cultivate sociability and create a friendly influence that is beneficial to all localities. The last one of these locals was organized at Hoopston, a short time ago. These locals do a work that is impossible for the State Asso. to accomplish. It makes it much better when all the dealers in a locality are members of these local organizations. For that reason some local dealers have been taken into the locals, that do not belong to the State Asso. This is, of course, not in accordance with our constitution, therefore each local member should be urged to join the State Asso.

OUR FINANCE.—At the beginning of this year we had on hand \$1,067.63; we have received from all sources \$6,100.70; total receipts, \$7,168.33; have paid out, \$6,609.46; on hand, \$558.87. There is also about \$125 more that will be in at the time of our annual meeting, which leaves us nearly \$700 on hand. I do not refer to dues that will be paid, for those belong on next year's account. I had intended to make another collection before the end of the year, but lacked time to do so. Think I should have collected about \$800. This \$800 to a \$1,000 that is behind will help out next year, and will offset about \$500 that members have paid on next year's account.

Our members seem to be very willing to pay their dues, but there are a few very large line elevator concerns that do not think that they receive sufficient benefit to pay on all their elevators, and in some respects they are correct. However, I hope matters will soon be adjusted so that they will feel that they get value received by paying the full amount.

Our receipts have been from the following sources: Dues, \$4,257.70; membership, \$1,175; ads for book, \$446; arbitration, \$134.50; Western Ticket Association, \$87.50; total, \$6,100.70.

We have paid out as follows:	
Banquet	\$ 441.00
Badges	38.00
For book	291.00
Hall for meeting	10.00
Capitation tax, to National	374.00
Flowers, Tyler's funeral	10.00
Dues returned	13.00
Chicago meeting	129.00
Peoria meeting	83.04
Legal advice	15.00
Printing supplements	67.80
Beggs and Costello's Chicago trip	30.00
President Knight's car fare	42.50
Treasurer's salary	100.00
Civil Service, printing, postage	113.00
Secretary's salary	900.00
" expense	501.54
" postage	220.51
Directors' meetings	57.75
Stenographer at Chicago	20.00
Arbitration Committee	195.28
Printing at Review Office	112.60
A. W. Lloyd's salary	1,333.21
A. W. Lloyd's expense	661.25
Geo. Beyer's salary	189.00
Geo. Beyer's expense	168.33
J. S. Wiley's salary	259.00
J. S. Wiley's expense	241.70
Total	\$6,609.46

Taking in the banquet and several other large expenditures, such as legislative, July deal, Springfield trouble and many other things which I could mention, we have spent \$1,000 for what is not likely to be needed next year by our successors, unless something new transpires. About one-half of all our expenses is incurred from keeping traveling men on the road. But this work has to be done. When our dealers stop fighting each other and will send their dues promptly to the Secretary and will invite their neighbors to join the Asso. then a very large part of the expense can be saved.

We have had two traveling men on the road the last two months. The object of this was to correct our directory and to get all reputable new dealers into our Asso., and I believe that the entire state should be organized both north and south, and when we are once thoroughly organized you will not lack means, but can reduce your expense.

YOUR SECRETARY.—The year just past has been a very unusual one. The Secretary's work has more than doubled, not only that the office affairs are more than double what they were, but the Secretary has found it necessary to be about the state much more than ever before, and I found the effect of often seeing the shippers to be very good. The large amount of arbitration also makes a great amount of work for this office. About two months ago the Directors authorized the Secretary to procure an office and a stenographer, but as the year had so nearly expired I deemed it to be best to let my successor do what should have been done before. There will be no loss to the Asso. when this change is accomplished. The Secretary can then do much that the traveling men now do, and much that now goes undone.

TRAVELING MEN.—During the last year I have had three assistants at different times, and three months of the time I worked without any assistant whatever. I have been frequently told that the traveling men were not necessary, but with 1,200 grain dealers to look after and 11,000 miles of railroad to travel the Secretary must have help, whatever this help may be called. It is my opinion that the Secretary should be held responsible for all of this kind of work that is done and that he should select his own assistants, and that they should only be responsible to him, and he to the Directors.

The traveling man should not be an independent element. The men whom I have had to assist me have all been good men. J. S. Wiley, of Decatur, has been working up the south central part of the state and doing good work. George Beyer, of De Pue, has been doing excellent in the north central part of the state, and while unlike Mr. Wiley he has not been a regular traveling man, he is a very competent man and took up the work very nicely. The first eight months of the year A. W. Lloyd held this position; he was a man of wide experience in this line and possessed a special faculty for settling differences among grain men, was a good collector and worked very hard for the Asso. He formulated our last Directory, which was a credit to both himself and the Asso.

Our next administration may see fit to make some radical changes in regard to doing the work of the state, and there certainly is room for some changes. I do favor a more concentrative power in the management of our work. I am not speak-

ing personally for myself, as I am not a candidate for re-election to the office I now fill, but shall be ready to assist my successor and bid him "God speed."

PRESIDENT AND DIRECTORS.—During the past year the President has worked very hard and has taken much interest in everything that appertained toward the upbuilding of the Asso., has been to considerable expense, for which he refuses to be remunerated except in one case. The Directors have all had the interest of the Asso. at heart and have been ready at all times when in the state to do their utmost to promote its welfare.

I have had many pleasant meetings with you. Also with many of you that were members of the old Asso., from which this was formed. I have been brought in contact with many whom I shall always remember. My recollection of all of you will be pleasant, and now I thank you all for the kind and courteous treatment that I have received at your hands. I have tried to do my duty and to be just to all. If the first ten years of a child's life means its future, your probabilities are great.

Don't forget your old Secretary.

Mr. Tanner: I move the adoption of the Secretary's report. The motion was seconded and carried.

Treasurer F. M. Pratt made the following report, for the year ending June 2nd, 1903:

Money received from H. C. Mowry, Secy., \$5,735.00; amount on hand June 10, 1902, \$1,067.83; total, \$6,802.83.

Amount paid out on orders issued by the President and Secretary during the year, \$6,243.99; balance on hand June 2, 1903, \$558.84; total, \$6,802.83.

The report was adopted.

In introducing Mr. Wells, Secy. Mowry said: This is the Secretary of the Iowa Asso., from whom we are all taking lessons.

Before reading his paper Mr. Wells said: When I left home I did not know whether to put on a winter or summer suit. Since arriving at Decatur, and especially since the debate regarding the Nominating Committee, I have been led to believe that a summer suit is warm enough. I am sure that you people were not serious this morning. If my subject were the Difficulties of the Secretary, I am sure that I should say that this would be one of them,—the division of feeling that exists here. If you want to get best results you must harmonize these divisions. I want to urge upon you that you have something more important than to discuss politics and the insignificant matters you are discussing, when compared to the important general work of the association.

Following is Mr. Wells' paper:

DUTIES OF THE SECRETARY.

Mr. President and Gentlemen of the Illinois Grain Dealers Association:

The organization of a Grain Dealers Association should consist of executive officers, committees and membership, whose general objects and purposes are to protect and benefit its members.

As an organization it does not engage in the actual business of dealing in grain, and its members should not be subject to any arbitrary rules or agreements as relating to the conduct of the details of their business.

The constitution and by-laws should be framed with the idea that the organization conduct its work by the exercise of prestige and influence rather than by arbitrary control.

It should be the duty of the executive officers to outline the policy of the work of the Association. I believe it is better for an association to undertake to do less and do that well than to undertake too much and do nothing successfully.

The committees and executive officers should recommend and decide on the larger questions that may come before the Association, but it depends largely upon the Secretary to decide the smaller questions that come up daily in his work. He is dealing in prestige, influence and human nature, not in grain, and it is not really necessary for him to know whether corn is worth 10c or \$1.00 per bushel.

The Secretary is not instructed to any extent by the by-laws of the Association as to what his work shall consist of, and it therefore remains for him to investigate and discover the needs of his members and to invent legitimate methods to satisfy them.

The first important duty which suggests itself to the Secretary is to secure and retain a membership that will give the necessary financial support to maintain the Association and furnish the basis of the prestige and influence necessary to accomplish results. It is then his duty to become personally acquainted with each individual member and be competent to judge his peculiar personal characteristics so far as possible, and in this connection also become informed regarding local conditions as relating to ruinous competition caused by personal enmity.

To overcome such conditions in any particular locality he should call a local meeting of grain dealers, including all dealers within the immediate territory, whether members or not, and use all means possible to promote friendship among those dealers.

If the Secretary has the tact and ability to create sentiment and properly direct it he will find that a few well-conducted meetings will wear out most of that obstinate disposition found occasionally within the anatomy of a grain dealer.

Man enjoys friendship even of competitors rather than enmity and enmity is often assumed against the better judgment because of that foolish personal pride that always argues against concession, and men oftentimes welcome the advice and request of a third party to make concession, thus relieving them of the blunt of humiliation.

The Secretary should understand fully the legal limits of his right to act along these lines and he should also remember that he is under the scrutinizing view of the public eye. If his acts violate law or appear to be against public policy, public agitation will likely follow.

In connection with local meetings it is well to establish uniform methods among local buyers in regard to written contracts, storage charges and dockage.

Grain dealers who give concessions to their patrons in these matters are sacrificing profits and it is perfectly legitimate to establish uniform rules relating thereto.

The Secretary should inform himself as fully as possible in regard to terminal methods and become competent to act in behalf of any member who has a complaint, and in fact he should act as a bureau of general information so far as possible.

The individual ideas of the members as to the benefits of association work, as to what should be accomplished are as numerous as the stars, and range from the sublime to the ridiculous.

The officers of the association should place before the members a well defined plan of practical and consistent objects and purposes and establish a systematic routine of work educating the members to understand the plan so that united action will be strong and effective.

The individual disposition of members always ranges from the enthusiastic to the utterly indifferent and the secretary will find it no small task to show an appreciation of the support of the enthusiasts and at the same time arouse the indifferent members to activity.

Members seem to always appreciate any action of a secretary that shows an interest and a disposition to do something for their welfare, and one of the most valuable features of the work that may be conducted to interest the members is to establish a general correspondence with them and be ready to endeavor to give them any consistent service that they may ask.

You will readily appreciate the necessity of the secretary educating himself to meet the demand.

We put out a mail to all our members on the last day of each month giving them any information that we may have that I think will be of interest, and also include letter of inquiry on any subject that I may desire to work up and tabulate in a general report, such as crop reports, stocks, etc.

On the tenth of each month we mail another letter to each member giving the results of these reports and any other general information that we may have.

Thus you will see that my system of circular letters calls for at least one letter each month from each member and thus we get in close touch with each other and thereby maintain a better understanding of local conditions and a most loyal membership.

Secrecy is the bugbear of association work and I have no sympathy for any association or any officers who feel that they must conduct a secret organization.

The officers of an association should inform themselves regarding the statutes and act within legal requirements. If laws are unjust, use your association to secure a change in the statutes.

Do right, be firm in your position and insist on having your rights, whether it be in your dealings with the farmers, the public, the transportation companies, the terminal markets or your competitors.

It is extremely dangerous for an association to indulge too much in the petty politics of the association and the discussion of insignificant questions that may create division of sentiment and seriously interfere with harmonious and concerted action.

A secretary should be selected by executive officers and not elected by the vote of the members.

The executive officers should be men capable of judicious and impartial action and the most important work for them to do should be to select a competent man for the position of secretary.

Along the line of these suggestions I would briefly summarize the important duties of a secretary as follows:

- (1) To establish a regular systematic routine of work.
- (2) To promote a friendly acquaintance among the members.
- (3) To establish a friendly prestige with bidders and receivers.
- (4) To establish uniform methods of buying grain at local stations.
- (5) To use the prestige and influence of the association to secure improved methods at terminal markets.
- (6) To secure the enactment of such laws as may benefit the grain trade and the public, and oppose unjust legislation.
- (7) To secure proper treatment and consideration by the transportation companies.
- (8) To regularly disseminate information among the members on different matters relating to the grain trade.

(9) To encourage the arbitration of the differences as between buyers and sellers according to the rules of the Grain Dealers National and affiliated Association.

I was once advised not to adopt all features of association work at once, as the field would become exhausted and there would be nothing new to propose to keep up an interest with the members.

My experience as a secretary in doing general work along the lines given is that it will keep a man indefinitely busy, and that the development and establishment of these lines of work will be sufficient to hold the interest and attention of the members.

Illinois is a great grain producing, grain consuming and grain distributing state. Your manufacturers of corn products and distilleries consume large volumes of that wonderful cereal from which so many products are obtained. Within the borders of your state are located several of the most important terminal markets of this country, one of which is the largest in the world, and I presume no other state can show so large a volume of terminal grain business. Illinois holds a pivotal position in the grain trade, especially so far as the producers and country shippers are concerned. Every farmer and every grain dealer of the grain producing states is interested to a greater or lesser extent in the laws of the state of Illinois that relate to the grain trade of its terminal markets, and they are likewise interested in the organization, equipment and methods of the terminal markets that are conducted within your state.

Grain shippers of other states are large patrons of your terminal markets. I presume Iowa ships more grain to the Chicago market than does Illinois herself. Grain shippers of other states who patronize your terminal markets have a right to expect that your state will conduct its terminal markets in a proper manner. If your state is to have supervision of weights and inspection in your terminal markets you should see that such supervision is competent, and you can not find men who are competent to do the work in the grab-bag of political favors.

I want to ask the farmers of Illinois if they are not interested in having competent supervision of weights and inspection in the terminal markets of this state.

The grain dealer must buy the grain on the basis of the inspections that he is liable to receive and must offer the same inspection to the farmer. I want to ask the citizens of Illinois if they are willing to stand indifferent to the abuse that affects the largest commercial industry of your state. Are you not sufficiently inter-

ested at least to see that Civil Service Rules are applied?

Grain Dealers' Associations of other states may assist in exercising prestige and influence with your terminal organizations, but it remains for the Illinois Grain Dealers' Association to exercise an influence in the politics and legislation of your state, and thus I believe that you should maintain in the state of Illinois a large, strong and effective Grain Dealers' Association and that your work should deal largely in politics and legislation for the good of the grain trade and the farmers.

I am an earnest advocate of the idea that Grain Dealers' Associations should enlarge the scope of their objects and purposes and become competent to exercise an influence and a prestige that will be of benefit to the farmers and the public as well as to the grain trade.

I believe that Grain Dealers' Associations should stand out openly, squarely and firmly before the public and secure for its members all possible protection that is legitimate and consistent.

The law does not contemplate ruinous competition as necessary in order to provide against restraint of trade, and it is certainly not a violation of law for competitors to be friendly with each other.

If two or more grain dealers who are friendly are doing business at a station they should certainly be considered insane or foolish if they conduct their business without maintaining reasonable margins, and they should at the same time recognize the fact that their business will surely suffer if they act unfair toward the farmer, and if Grain Dealers' Associations would have anything to do with prices it should be to see that reasonable prices are paid to the farmers and to establish conditions that will enable grain dealers to pay the highest prices possible, by having the channels of the grain trade well constructed to provide against loss and waste.

To conduct a Grain Dealers' Ass'n successfully is a difficult matter and each Association seems to have somewhat different methods of conducting their work.

It is true that conditions differ in different localities, but I believe that it is possible for all Associations to adopt similar outlines of work and thus accomplish greater results when the joint action of all state associations is required.

It seems that some Associations depend more or less on the work and action of committees in the details of the work of the Association. I believe that committees are unwieldy and as a rule incompetent because not fully informed, and that it is impracticable for them to take up the smaller details of the work. In saying this I trust that you will not construe the statement to indicate that I am attempting to magnify the importance of the position of the Secretary, but I do say unhesitatingly that the Secretary should be competent to decide details on his own judgment, of course acting always in line with the policy dictated by his superior officers.

The Secretary is the fellow who gets paid for his time and he should get results by using the prestige and influence of the Association judiciously and in an expert manner. It requires a lot of hard work on the part of a Secretary to create a prestige within an Association, even with a large membership, that can exercise a positive and effective influence.

To exercise prestige implies that there is opposition.

To influence opposition by prestige and still retain its friendship requires diplomatic action of the highest grade, and when an organization is strong enough to exercise prestige in a general way the public eye becomes fixed upon it and public sentiment will crystallize.

To use prestige effectively and judiciously is a delicate work.

The Secretary of a grain dealers' association who has succeeded in establishing a prestige will find himself exposed to attempts by those members who desire to use the prestige of the Association to further their own selfish interests, but if he would succeed he must act impartially and walk in the middle of the road. The Secretary should hold the work and acts of the Association absolutely above selfish interests.

I am not in favor of subordinate local organizations or of the employment of an assistant traveling secretary.

I am not in favor of holding local meetings of grain dealers more frequently than is necessary to maintain a friendly acquaintance among them, and would not hold these meetings as by an official call of the officers of the Association, but simply get all dealers together whether mem-

bers or not and make them acquainted with each other.

I offer these ideas merely as suggestions.

In conclusion I want to urge you as an Association to organize and use your influence with the politics and legislation of your state as relates to the grain business for the benefit of the grain trade and the producers, not only of your own state, but of other states who give you such large patronage.

I also respectfully request in behalf of the Iowa Grain Dealers' Association that you organize to act jointly with us and other state Associations that may be interested in all efforts to secure a correction of abuses or improvement of methods of your terminal markets by the use of prestige and influence, thus securing the combined prestige and influence of the different state Associations and present our complaints or requests through the Secretary of the Grain Dealers' National Association, who will make the necessary arrangements for conference as between the parties.

F. J. Delaney, Chairman of the Committee on Local Associations, made the following report: Most of the local associations appointed committees of three, who were to meet at Decatur last evening to formulate such arrangements as the representatives of the local associations deemed necessary. That committee met last evening and, after extensive discussion, decided it would be wise to drop it for the moment and bring up what discussion would be wanted on the floor of the meeting. However, one resolution was offered as the sense of the meeting that was held last night. There were eight locals represented by three from each association. Of course the action of the committee is nothing binding but only offered as a suggestion. The resolution is as follows:

Resolved, That it is the sense of a conference of the representatives of a number of local divisions of the Illinois Grain Dealers' Asso. that the Secretary of the State Asso. be appointed by the Directory of the State Asso. and that the directors of the State Asso. be empowered to fix the salary and employ such clerical and traveling assistance to the secretary as may be necessary to carry on the business of the Asso.

Upon motion this resolution was referred to the Committee on Resolutions.

Geo. Beyer of De Pue spoke as follows on the subject, Why are not all Reputable Grain Men Members of Our Association?:

MR. BEYER'S ADDRESS.

I have prepared no speech and think you have more important business than to listen to me. But there are several reasons why all reputable grain dealers are not members of our asso. One is, I think, that our asso. is a little behind the times. There are a number of things the asso. can accomplish, and when we accomplish some of these things there will be no trouble in getting every reputable dealer in the state into the asso. In traveling over the state the last few months, as representative of this asso., I find some of our dealers have brought suit against the railroads for various things, such as not delivering grain after it is taken in charge by the railroad company, and the dealers say, "Why don't our asso. take up these things and do something for us?" I think if the asso. were to take up one of these cases and carry it thru for the dealers we would not have to ask the question: "Why don't our asso. take up these things and do something for us?" I think if the asso. were to take up one of these cases and carry it thru for the dealers we would not have to ask the question: Why don't all reputable dealers join the asso? They would be anxious to get in, but when we approach dealers for membership, they say: "What have you done? You get together at Decatur once a year and have a big time, but we don't see that it does any good."

A number of questions of that kind could be taken up and carried thru by the asso. that would give us members, and we would not have to spend a lot of money going after them. We ought to be reorganizing on broader lines than we have been following. Our directory is elected each year. It ought to be so that half of the Directory is elected each year. Some time it will happen that the President, Vice-President,

Secretary and everybody else will all go out of office at once and the work will devolve on men newly elected, who won't know anything about it. We ought to elect half the Directory each year, so that we will always have a Directory that will know what is going on in the asso. There are a number of changes that could be made to give us members without our having to go after them.

S. B. Sampson, Secy. of the Indiana Asso., read the following paper:

HOW IS THE MEMBERSHIP PROCURED?

Some dealers will identify themselves with your organization because they believe in supporting an organization of their kindred trade, whose objects are as broad, and whose benefits are as great, as those of a grain dealers' Asso. Others will become members through a philanthropic motive; still others will join because their neighbors have done so.

The Secretary of a grain dealers' Asso. is constantly devising ways and means for increasing the membership. We started our Indiana organization, and canvassed for members by personal or circular letter, pointing out to the dealers the objects and benefits of an organization. In this way we succeeded in increasing our membership to a large extent. By such means you will finally obtain all the members that it is possible to get by correspondence. Your next proposition is to learn why others will not take a sufficient interest in your organization to become members.

You can only do this by becoming thoroughly acquainted with all the conditions surrounding such dealers. This requires personal visitation to certain localities. Probably no two circumstances will be the same. Some are easily overcome while others are very difficult. Some of the most common problems are as follows:

The idea that your association dictates the prices dealers are to pay for grain.

That it is a trust.

That it is organized for the purpose of oppressing the farmers.

That by becoming a member you are not in position to meet outside competition.

That you obligate yourself to sell to certain buyers or markets and many other similar ideas.

By explaining and reasoning such matters with the dealers, you are frequently able to convince them of their erroneous ideas and the benefits of the association, with the result that they become members and enthusiastic supporters of the organization.

Occasionally you will find a dealer who will agree that the Asso. is the proper thing, has benefited him to some extent, is heartily in favor of it, etc., but still will not become a member. Generally such men are either selfish enough to get all they can without paying for what they get, or are of the two-faced variety, who want to appear fair but at the same time are on the lookout for an opportunity to "knife" their competitor, or some commission firm. They are smart enough to know that the principles of the Asso. are fairness, justice and equity, and if they joined they would have to change their tactics or their duplicity would be exposed.

By the attitude of the Asso. and its members you can frequently convert such a man, and when you have done so you have accomplished much for the grain trade in general, but far more for the individual, as you are making him honest and in that way a follower of the ninth commandment.

After persistent efforts, failing to make any improvement in the methods of such men, it would be a great benefit to the trade if their true natures were known to all. I hope to see the day when such is possible. You don't want such men as these as your members, because they would only violate the principles of your organization and bring it into disrepute.

A grain dealer when joining an Asso. should bear in mind that a certain moral responsibility rests with him to support that organization and have at all times the advancement of the trade interests and upbuilding of the standard of the grain business.

Again, we have found cases where by bringing all the influence and assistance of neighboring dealers to bear, we have succeeded in harmonizing situations that resulted in a large number of acquisitions in a certain locality.

In sections where we have local divisions and at stated intervals hold local meetings, we always invite the non-members. If they attend, they learn the benefits of the organization and frequently join. Certain other dealers in these sec-

tions who do not attend these meetings are visited by special committees of their neighbors and very rarely does this method fail to bring about results.

In some specific sections all dealers except, possibly, the acknowledged leader favor becoming members, but on account of the attitude of that leader, which is that of the dog in the manger, fear such action, feeling it will be unjustly used against them. The attitude of the leader now becomes the key to the situation, therefore we have to bend all our energies toward getting the key in the right place; when successful you have harmonized the local situation and added materially to your membership. The procuring of new members is a small thing in one way, still in another it is the greatest work a secretary has to do. It strengthens your organization and helps you to retain your old members.

In regard to what is going on in other states I can only tell you what is going on in our state. We are gradually building up an organization that is doing an immense amount of good for its members. Through its workings it has been possible to eradicate many unprofitable customs, such as loaning bags, storing grain for the sole benefit of the farmer, while the dealer takes all the risks of loss by fire and deterioration, and also fills up his elevator with other people's grain and is compelled to stop buying in time of car shortage. Buying grain according to its grade or merits, and discontinuing the loaning of money without interest. An Asso. is a means of education to its members, the experience of some dealer may be of value to a brother member.

Through our letters and bulletins we keep our members posted of all matters pertaining to their interest. When a new or misunderstood condition arises in any market we advise our members in regard to it so that they may be on their guard and not be subject to a loss.

Where a member has a difference with a commission firm we assist to a just and equitable adjustment.

We find, however, that quite a large number of grain dealers attach too little importance to business methods. In that connection I desire to call your attention to an item in our last quarterly bulletin.

BUSINESS METHODS ALLEVIATE DIFFICULTIES.

Frequent complaints of differences on unfilled on expired contracts between shippers and receivers merit a few suggestions.

A case recently before this association showed that certain letters written by the shippers giving instructions as to off grade shipments had not been copied. Consequently the shipper had no positive evidence when such instructions had been given. Letters from the receivers, requiring a telegraphic reply, were not given prompt attention, and not even a specific reply by mail was made. Had the shipper given more prompt attention to these details his claim for over \$150 would undoubtedly have been paid.

Bear in mind that when a receiver wires you that certain grain is off grade and can be applied on contract at a certain difference, he desires a prompt wire reply stating whether this is satisfactory, and, if not, what disposition you wish made of it. All grain in this condition is subject to demurrage, interest, loss by fire or theft and deterioration. Not hearing from the shipper promptly, the majority of receivers will interpret his silence as indicating the terms advised as being satisfactory, and in order to save further loss occasioned by the above conditions, they dispose of the grain accordingly. In a large number of cases this action proves unsatisfactory to the shipper and a claim results. This can be avoided by giving prompt attention to telegrams and letters. If they did not require a reply they would not be sent.

A case wherein a shipper sold 10,000 bushels of corn for November shipment, shipped about 3,500 bushels and allowed the balance of the contract to drift along in an unbusinesslike manner, was recently brought before the association. The shipper claimed he told the receiver by 'phone, either the last of November or first week in December, to buy in this deficit. Had he wired or written the receiver giving these instructions and kept a copy he would have had indisputable evidence upon which to establish a counterclaim. Always put positive instructions in black and white, keeping a copy.

In this case the records of the receiver were so complete that he established beyond a doubt the fact that he had extended the contract twice, by the shipper's request, and after the expiration of extension of time had made repeated re-

quests for shipments to fill the extended and expired contract. The shipper stated that no such letters had been received, to his recollection. This showed carelessness in his business methods. The contract was finally bought in at a net cost to the shipper of about \$250. Had he closed it up promptly he would have saved himself and the receiver a large amount of trouble time and money.

Such cases as these place a shipper in a bad light with a receiver, require a large amount of unnecessary time to be given them by both shipper and receiver, and also, as in this case, by this association.

To avoid unnecessary troubles and unpleasantness, have complete records of all letters and telegrams, answer all letters and telegrams promptly, examine carefully all contracts, confirmations and letters referring to sales, see that the terms are fully understood by both parties. Keep a copy of the trade rules adopted by the Grain Dealers' National Association before you at all times for guidance. Remember that all members of the national association are bound by these rules.

When in doubt in regard to any matter concerning the above, ask the secretary of the Indiana Grain Dealers' Association for information.

Remember the association is a medium of education for the grain trade. Any man is liable to wrongly interpret the meaning of a contract when he is a party to it. Refer it to an association whose prime object is fairness, equity and justice. Neither party should desire more than that.

Much more could be said along that same line, but the main trouble with most grain dealers is that they will hear or read such things and pass them by, thinking that surely they don't apply to their case. Possibly they don't when everything goes as you expect it to, but when it goes the other way you are as liable to be as negligent of your business methods as your neighbor. If your business is worth looking after, it is worth looking after well. If not, then abandon it entirely, don't give it any half way attention.

Another of our important workings is our arbitration of differences. During the past year several very important cases were heard by the committee and decided in an unbiased and equitable manner. The decisions in these cases have been published to the trade, and we have yet to hear anyone say they were wrong. This method of settling differences is fast growing in favor. It is the proper way for grain dealers to handle their differences, much cheaper and more expeditious than by law.

I trust what I have said today will have a tendency to increase the support and loyalty of the members of the Illinois Grain Dealers' Association, also induce those who are not members to identify themselves with such a worthy cause at once.

Secy. Mowry: You will notice that Capt. I. P. Rumsey, of Chicago, was to have taken part in the program to-morrow. I have received the following letter from him:

I. P. RUMSEY'S LETTER.

I have the honor of your letter received today, in which you notify me that I am announced to respond to the sentiment "The President of the United States Now and Forever." Having an engagement to talk to a class of young men on business and not feeling able to attend the annual meeting of the Illinois Grain Dealers' Assn. at this time, which is my misfortune, I much regret the announcement and have to decline the great honor you offer me.

The subject is a great one. Would that I were able to attend and to do the subject justice. It is one that fills every American's heart with enthusiasm. It is one which the loyal hearts of 1861 made possible, and the greatest heart, and the greatest mind at that time was President Abraham Lincoln, who has been followed by great statesmen ever since. One of the greatest is now filling that seat of honor, and as long as the people of this, the greatest nation on earth, will continue to elect his equal, our country is safe and will continue to lead in civilization and prosperity. May God spare President Roosevelt to hold the reins of government for at least four years from March, 1905.

J. P. Woolford, Chairman of the Arbitration Committee, reported as follows: We have had a good many arbitration cases, and have tried to do the best we could. In a good many cases the evidence

submitted to us was deficient, but we handled them as best we could, and I wish to say to the dealers whenever they have cases to be sure to see that we will have something to work on. Some have come with the evidence very scarce, and others had plenty of it. I would ask you to send all correspondence in with the evidence. It is a help to us.

H. I. Baldwin, Decatur: I wish to say a few words on arbitration as a principle. Arbitration is the hammer with which President Roosevelt broke up the coal strike last summer. Arbitration is the means with which nations settle disputes. Arbitration is a practical application of the golden rule. It is not strange to me that in the handling of grain that conditions should arise between the country elevator people and receivers, and it is to the credit of this asso. that it yearly provides a committee to hear these complaints. We have served on this committee to the best of our ability this year. We have had the best advice and efforts of your President and Secretary, and I hope that in the future it may be quite a feature of the association's work.

J. W. Radford, Chicago, for the Legislative Committee, made the following report:

REPORT OF LEGISLATIVE COMMITTEE.

Decatur, Ill., June 3, 1903.

Soon after the appointment of the Legislative Committee it was decided to make an effort to place the inspection of grain under the genuine Civil Service merit law. Your committee found that several other organizations were looking toward the same end, only they had in view a bill taking a wider range and including all state institutions and employees. The Illinois Civil Service Association, which has among its members many of the ablest and most progressive citizens of the state, appointed a committee to draft a bill to be presented to the 43rd General Assembly. Your committee were put in touch with that association through the advice and suggestion of President W. S. Warren of the Chicago Board of Trade. Soon after the general election of 1902 Gov. Yates appointed a commission to also draft a Civil Service Bill. This commission was composed of the heads of several of the state institutions, together with John H. Hamline and Edgar A. Bancroft of Chicago, both of whom stand at the head of their profession, and both of whom had devoted a great deal of thought and effort to the question of Civil Service; in fact it would be hard to find two more competent gentlemen in the state. They drafted what was known as the Governor's Bill. Both the bills included the inspection of grain, and both were introduced just as soon as the legislature convened. It was forty days before any committee was appointed, finally when the Civil Service Committee was appointed a delegation of gentlemen representing the various organizations interested visited Springfield, and after carefully considering the situation, decided to unite all the friends of Civil Service in the support of House Bill No. 1, or the Governor's Bill.

The only difference between this bill and the bill that was drawn by the Illinois Civil Service Association being that House Bill No. 1 contained a few more exemptions; this fact, together with the fact that House Bill No. 1 was drawn by a commission appointed by the governor and that the organization of the House was effected by the Governor and his friends, led this delegation to believe that if any legislation along this line could be effected, House Bill No. 1 would stand the best chance. After about 78 days, one session a day of about one hour each, the House took up House Bill No. 1. The friends of the bill had a good, energetic delegation on hand consisting of the gentlemen who drew the bill, representatives of the Illinois C. S. Assn., the Hamilton Club, Union League Club, Board of Trade and I. G. D. A. The policy of the enemies of the bill was to kill it with amendments, as, for instance, Representative Lyon of Waukegan wanted it amended to exempt all veterans of the Spanish-American war. As there are about 9,000 in the state and nothing to prevent all the veterans in the United States moving into the state, you can

see this would make the law inoperative for years. Many others of a like nature were introduced, in fact there were 14 members on their feet at one time trying to get the attention of the speaker, each with an amendment. The Speaker treated the bill with fairness, as a result there were seven or eight roll calls and the legislature for the first time since it convened held two sessions in one day. Whenever a roll call was obtained the C. S. won, as the average member of the Legislature is aware that the people desire a C. S. Law, therefore was not inclined to go on record as voting against such a law. Some of the members who were the loudest with NO on a Aye and Nay vote, voted AYE with a subdued voice when the roll was called. As stated, the bill took up the entire day and when the session closed the honors seemed to be with the friends of C. S., the victory, however, was very short lived, for the Speaker had either "had a vision" or had seen a man during the night, for the next morning, the first shot out of the box, he used the gavel on the measure. As you gentlemen know, the only effective mode of warfare against the gavel is a riot, and as the gentlemen representing C. S., including your committee and members of this association, were not of a riotous disposition, you know the result. The bill was sent to the Senate, with its "vitals torn out," is the way the Legislative Voters' League puts it. The friends of C. S. immediately issued a protest against the mutilated bill. This protest was signed by John H. Hamline and Edgar A. Bancroft of Governor Yates' C. S. Commission. Wallace Heckman, President, and F. W. Bull, Secretary Illinois C. S. Association; Wm. B. Moulton, Chairman Hamilton Club C. S.; Com. Orrin N. Carter, Ch. Union League C. S. Com.; H. N. Knight, S. S. Tanner and J. W. Radford, I. G. D. A. A mass-meeting was also held in Powers' Theater in Chicago under the auspices of the Ill. C. S. Assn. This was a very successful meeting and one of the principal speakers was S. S. Tanner of your committee. After considerable delay the matter came up before the Senate Com. on C. S., who treated us very courteously, holding a session at the same hour as the memorial services were being held. They promptly reported out the bill, with the recommendations that the vicious amendments be stricken out. When the bill came up for final action in the Senate they made short work of it, as it was apparent that the powers that be, were, put to it mildly, FORNINIST US. They voted on the various amendments and when the bill was ready for passage Sen. McKinzie introduced a substitute bill which included the charitable institution only and when analyzed carefully about the only persons coming under its provisions would be the scrub women, window washers and possibly the chambermaids.

This abortion was sent back to the House for concurrence, where it got lost in the shuffle during the disgraceful and shameful proceedings which terminated the 43rd Assembly. Your committee did not attend the wake. While the result is not what we desire we cannot but feel but that some headway has been made in a just and righteous cause, and that the work started during the last session of the legislature will result in the passage of a C. S. Bill by the 44th General Assembly. When you consider that a genuine C. S. law means the severing completely of all political patronage and awarding the thousands of offices now held by those whose only qualifications are their ability to carry primaries and elections, to those who by a fairly conducted public examination prove their ability and capacity for the office they seek, you can form some idea of our undertaking. Most of you are men of affairs in the various localities in which you reside and no doubt each of you has seen how hard it is to choke off the average office holder who has a good hold of the public teat. A certain state officer whom it is said will be a candidate for governor in 1904 had an active lobby against the bill, as the spoils politician naturally has little love for a measure that would deprive him of his principal stock in trade, namely a job for the workers. The active supporters for the measure come from both great political parties, as both platforms had endorsed C. S., but Sen. Berry said "these platforms were not intended to stand on, only to get in on." This Association stands for everything that is good and beneficial to the grain trade, and the farmer, and every improvement in the handling of the cereals of this great state is not only a benefit to the dealers, but means enhanced value to the farmer and

producer. Therefore every inefficient and blundering inspection means a loss to the man that grows the grain. You dealers are in constant and intimate touch with the producers and should see to it that only such men go to the legislature as are in sympathy with C. S. Later it is proposed to issue a statement giving a record on each representative and their position on this question, and it is hoped that the grain dealers will see to it that those that have opposed this measure will be statesmen out of a job. When the politicians of the state understand that the grain trade have enlisted "for three years or until the war is over," then you will find that C. S. and merit in the inspection of grain will be a fact. Your committee also paid careful attention to the various car service bills that were introduced. Your committee received a resolution from our Sister Association in Iowa, who are interested in the inspection of grain in this state, endorsing your efforts on behalf of C. S. We also received valuable assistance from Secretary Stibbens of the National Association in getting out our literature and otherwise. Finally, we would thank the officers and members of this association for the assistance and encouragement given your committee. All of which is respectfully submitted.

S. S. Tanner.
J. W. Radford.

FROM MR. McCOTTER'S PAPER.

In response to Mr. Baxter's request to make a report of the Grain Dealers National Mutual Fire Insurance Company which had been organized at Indianapolis to insure grain dealers' property only, C. A. McCotter, Secretary, gave a short history of the company.

It is now over five months from date of the charter and eight and two-thirds months from the first work of organization. It has \$1,171,000 of risks on its books, divided among 435 policies, covering 391 separate risks. This makes an average policy of \$3,000, and at no point an opportunity of losing more than \$5,000 by any one fire. The conflagrations which wipe out or weaken so many insurance companies have no bearing on the grain dealers' company.

The company has assets of \$183,735.16, of which \$148,353.61 are uncollected premium notes.

There have been two losses, one of \$1,000 and one of \$3,200. The last has just occurred and is in process of adjustment. As compared with the stock companies, the loss ratio to date is 29 per cent.

The advantage of the company is only held out to those dealers who feel that the best constructed and best kept elevators put into a class by themselves will give a lower loss cost than is realized by the stock companies in writing all elevators, or by putting elevator premiums into a common fund to help pay the losses on more hazardous or inadequately rated classes of risks.

T. P. Baxter, Chairman of the Nominating Committee, reported as follows: As Chairman of the Nominating Committee, I wish to report the following names. In selecting these names we have chosen for the different officers men from different parts of the state, whom we thought good, capable, conservative men, who will act together for the good of the asso. and will be satisfactory to all. We have for Pres., H. C. Mowry, Forsyth; Vice-Pres., J. N. Hairgrove, Virden; for Secy., Geo. Beyer, DePue; for Directors, Geo. DeLong, Foosland; Edw. Beggs, Ashland; H. J. McDonald, Frankfort; J. H. Heron, Sidell; J. A. Wesch, Arcola; J. P. Wrenn, Washington; for Treasurer, H. I. Baldwin, Decatur.

Wm. Hirschy: I move that the report of the Nominating Committee be adopted. This motion was seconded.

S. S. Tanner, Minier: I move as a substitute that the report be laid on the table, and upon the proposition demand a roll call.

A roll call was taken and the vote resulted in 61 for laying the motion on the table and 82 against.

Before the roll was completed Mr. Tanner moved that the same be suspended and the officers named by the Nominating Committee be elected by acclamation. But

the roll call continued in order to give everybody a chance to vote.

The motion to accept the report of the Nominating Committee was put and carried.

Adjourned to meet at 7:30 p. m.

WEDNESDAY EVENING SESSION.

The evening session was called to order by President Knight, who introduced F. L. Ream of Lostant, who read the following paper on, Who Was Responsible for the Lack of Cars and Delay of Grain in Transit During the Past Seven Months, and What is the Future Preventive of Such Occurrences?

WHO WAS RESPONSIBLE?

Your secretary has asked me to tell you: "Who was responsible for lack of cars and the delay of grain in transit during the past seven months and what is the future preventive of such occurrences?"

If it had been his honest desire to crush me with a single question, he might have asked: "What is the aim of human existence?" which is almost as puzzling as the question propounded. I know, and I presume every other grain dealer knows, to his sorrow, that we have frequently had our elevators full of grain and vainly called for cars. The freight traffic managers, although fully aware that the market was declining, and every day meant an additional loss heaped upon us, seemed indisposed to help us out of our predicament.

You who are so fortunate as to have the choice of shipping over one of two or more roads can never know what it is to be snubbed and turned down by a country station agent, yet if you get close to him, he will give you ample reasons why you should not blame him. And all the other officials place the blame on someone else. Even the man whose duty it is to foresee the needs of the company in the way of rolling stock will deny responsibility. The purchasing agent, who will put off from time to time buying locomotives, until it was impossible to get what he needed, will promise you it will not occur again, but the history of the trade assures us that we have car famines and blockades with a frequency that proves beyond all doubt the inability of the present railway managers to provide efficient transportation facilities.

If the directors have declined to provide sufficient funds to buy needed rolling stock and locomotives, as seems reasonable to suspect, then, in the interest of the general shipping public, the laws should be rigidly enforced and suits should be brought to have charters revoked and right of way revert to the original owners.

In condemning the land for railway purposes, the railroad company enters into a contract with the public to provide facilities for transporting all freight and passengers. When it fails to perform its duty then it is high time that charters were cancelled. I assure you it would not be necessary to punish more than one company in this matter. The others would increase their capitalization and provide sufficient facilities to care for the needs of would-be shippers. Railroadage would take on more the character of legitimate transportation and savor much less of the stock-jobbing game.

The stock of every railroad has so much water in it, that were it to be squeezed out all at once it would surely drown the promoters and officers identified with it. The transportation companies of the present day seem to be organized for the purpose of exchanging beautifully engraved certificates for the public's money. True, these certificates do represent, in most cases, some real value, but if their full face value was put into transportation facilities we would not waste our time here discussing the why and wherefore of insufficient facilities.

You and I spend much money in building up our business, and are entitled to continue in the enjoyment of the fruits of our labors. It is not right that we should be compelled to suspend business three or four months every winter, because of the incapacity of the carrier to transport our grain. The problem is one which rests entirely with the railroad man for solution. It is their duty, their first duty, to solve this problem. Should they fail, it behooves us to force them to give way to men who will provide facilities.

H. Hunter, St. Louis: Lack of cars has been one of the great difficulties we

have had to contend with during the past year and the question is how to get over the difficulty. I think one way to get out of it would be to devise some means to compel the railroads to take the matter in hand. If the grain dealer fails to load or unload a car within forty-eight hours he has to pay for it. I think it is a poor rule that don't work both ways, and think that the railroads should be made to pay a penalty if they don't furnish cars the same as you do when you fail to unload it.

H. N. Knight: When we took the matter up, the trouble seemed to be a lack of motive power rather than a lack of cars. The railroad companies didn't have engines enough to pull the cars. I think the railroads have been taxed to their utmost capacity and all roads have orders in for the next coming year.

H. Hunter: If you tell the railroad your wagon broke down or horse was crippled, or your man was sick, they won't take that as an excuse. The question is, what will force them to get enough engines and enough cars, and I don't think anything will cover it till you put a penalty on the railroad, the same as they put on the shipper.

J. W. Radford: When I read the report of the Legislative Committee I neglected to include one part of that report. Mr. Tanner was the gentleman who introduced me to the members of the legislature and made me familiar with life in Springfield. If it is in order I would like to have him tell about it.

Mr. Tanner: When we went down and saw those gentlemen they looked all right, and talked all right, and said they were for us. We thought they were all right, and that we had votes to burn. It reminded me of a story I once heard. On one of the trains running out of St. Louis a few years ago, as the conductor was passing thru, he came to a lady who was crying and seemed to be in great tribulation. He asked her what was the matter and she said "I am only twenty-five years old and I am now taking the body of my seventh husband to Cincinnati for cremation." The conductor passed on, and as he approached the other end of the car, came to an elderly lady who was also in tears. He asked her what was the matter and she replied, "When I was but twenty-one years old I was left an orphan and heir to \$50,000 and since that time I have invested the money and doubled the amount, but I am still without a husband, while up there in front there is a young woman who has husbands to burn."

As long as the inspection is under political control, as long as there is a political job to be filled, we will never have any better inspection than we have now.

Geo. A. Stibbens, Secy. of the Grain Dealers' National Asso.: I have listened to the discussion in regard to the Civil Service Law which you tried to have enacted at the last general assembly, and I want to say if you want a civil service law enacted in the state of Illinois you must not let the matter drop now. Probably half of the representatives in the legislature will be up for re-election, and it is your duty to learn who the members of the legislature are that have opposed this bill. The man who made the strongest opposition to that law is Secy. of State James A. Rose, who aspires to the position of Governor of the State of Illinois. The man who introduced the substitute for the Civil Service Law so as to make it apply only to charitable institutions is Senator McKenzie, who aspires to the position of Lieutenant Governor. It devolves upon

the grain dealers and the grain dealers' associations of this country to secure a civil service bill, and if you go at it in a systematic way, you will secure it in the next session of the legislature. I did not know I was on the program until I saw my name there, and I have jotted down a few lines which I will read.

Mr. Stibbens read the following paper:
GRAIN DEALERS' NATIONAL ASSOCIATION.

A few years ago it was found by the grain trade there was a field of work needing attention, so far removed from the state and local associations that it was necessary to organize a national association.

The irregularities and abuses that have existed in the terminal markets, had to be cared for by an organization national in character, made up of the state associations and the receivers. Amalgamation of the different interests of the trade had to be combined under one general head, in order to be able to formulate plans and rules that would mete out justice to all concerned.

The National Asso. created and put into practical working the one great fundamental principle, that has done more than all other things combined toward reducing to a minimum the expense of adjusting trade differences, which is proving to be a great boon to the trade, and that principle is arbitration. Our plan of arbitration is continually gaining friends, and is resorted to by the best people in the trade; all fair-minded people take advantage of it, rather than to resort to the uncertainties of Courts and Juries.

The trade rules adopted by the National are meeting with universal approval by the trade, and we have frequent inquiries from shippers and receivers, asking how the National rules define certain terms. A great many differences submitted to the National during the past year have been adjusted by the Secretary satisfactorily, without going to the arbitration committee. The question of having all affiliated associations adopt the National trade rules has been taken up with the various organizations and we fully expect they will be universally adopted.

A few of the state organizations have not provided for the right of appeal to the National in arbitration cases, but the matter is fast becoming popular, and it is only a question of a very short time until a uniform system of arbitration will be in vogue throughout the country. It is of the utmost importance that every affiliated state association adopt arbitration rules in conformity with those of the National. The fact of a state association not permitting an appeal to the National would indicate to the receivers that state arbitration was purely in the interest of the country shippers.

The National Asso. has waged war on short weights at terminal markets, and the different exchanges of the country are now adopting up-to-date methods, for fear the combined strength of the many grain organizations will throw the search light of public scrutiny upon any and all markets that refuse to adopt perfect weighing systems.

The National has also turned its attention to railway yards in terminal markets, where grain is stored without having proper police protection, and has been instrumental in having cars of grain properly watched in a great many storage yards, but some roads refuse to spend a few paltry dollars to protect the grain of the country shippers, and some roads, rather than pay a watchman, shift the grain to other yards to avoid having it seen by representatives of this organization; believing they can avoid the expense of watching certain yards by resorting to sharp practices, but on account of the vigilance of this organization the various names of the unprotected yards are being secured and will be fully reported at our annual meeting in October, so the public may know what railroads are neglecting to protect property placed in their care.

In order to free the trade from certain abuses, the time has come to give all possible publicity to every existing evil that infests the trade, and the name of every terminal railway yard that does not properly protect the grain entrusted to their care will be given to the public.

The great evils to the trade are short weights, bad inspection, unprotected railroad yards, and delay in transit. In order to have these eliminated this organization

intends to throw the full light of public indignation upon them, until sentiment will become so aroused as to eternally eradicate the troubles spoken of.

No one organization, single handed, is able to cope with the abuses of the trade, but banded together as we are today, the wrongs of the suffering public are beginning to be remedied, and with the present organizations and the ones being formed in states where none have existed, places us in position from this time forward to make our strength felt.

Receivers should belong to but one organization, and that should be the National; because if the support and strength of the commission people are scattered among several associations, you simply cripple the National by withholding the support that properly belongs to it. The state associations are organized and conducted purely from a country grain standpoint, therefore it is proper and right for the receivers to be members of an association which is interstate and national in character. There are numerous other reasons why the receivers should only be members of the National, but those previously mentioned should suffice.

A great many more reforms could be brought about by the National if it had more funds, but it cannot broaden its field of work until it has sufficient revenue, and in order to do this the dues of the members of the state associations to the National should be made \$2 per year instead of \$1.50 as it is now, and I do not believe it would be a burden to the members of the state organizations. When you think of the benefits derived from the combined strength of the various associations, and consider it is only costing each one of you from \$10 to \$12 per year, I ask you in all candor would it be any hardship on you to pay one extra dollar each year to the support of the National? Can you contemplate or comprehend the condition the grain trade would be in if all the organizations would cease to exist tomorrow? I think not.

Past experience should teach you that it is the associations that have made it possible for the country dealers to remain in business for the past few years, therefore it is very important that this work should not stand still, and believe we have achieved a state of perfection. Far from it; this work is only in its infancy, and must be handled from this time forward by men of wisdom.

We are now living in a progressive age and this work must be conducted on broad principles, in order to keep abreast of the times, as it is impossible to stand still; we must advance or retrograde.

There are certain classes who are interested that will leave no stone unturned to open up a chasm deep enough to swallow up and annihilate every association in existence. Therefore, it behooves every one of you to push forward, with a full determination that in one year from this date your organization will have been benefitted by your being members of it.

Upon motion by Mr. Hirschy the meeting adjourned until Thursday morning at 9 o'clock.

THURSDAY MORNING SESSION.

Thursday morning's session was called to order by Pres. Knight at 9:45. H. I. Baldwin, Chairman of the Committee on Resolutions, read the following resolutions, which were adopted:

WHEREAS, During the past year Divine Providence has removed from among us by the hand of death, our beloved friend and companion, and one of the officers of this organization, B. S. Tyler, who has acted as our President and Secretary, and to whom this asso. owes a debt of gratitude, for his wise counsel and mature judgment in all past deliberations, and whereas, we feel his loss keenly, therefore be it

Resolved, That the Illinois Grain Dealers Asso., in convention assembled, express our sincere sympathy for his family and friends and that a copy of these resolutions be sent to his family and a copy be spread on our records. We also deplore the loss by death of the following useful members of the association: Mr. Nelson, of the firm of Hull & Nelson, Morris; J. Carstens, Jr., of Carstens & Sons.

WHEREAS, Conditions during the past year have necessitated a vast amount of labor on the part of the officers of this asso., therefore be it

Resolved, That this convention congratulate them upon their successful admin-

istration of the affairs of the asso. and that they are entitled to our thanks for their efforts.

WHEREAS, It has been fully demonstrated that arbitration is the fair method of settling disputes among members of this asso. and much expense has been saved and good feeling promoted by it, therefore, be it resolved that we recommend this method to all our members.

RESOLVED, That it is the sense of this convention that no new dealer shall be admitted to membership in this asso. unless he shall be recommended by two or more members of this asso. in contiguous territory.

RESOLVED, That it is the sense of the Illinois Grain Dealers' Asso. that it would be best for the trade in general if only one system of inspection were maintained at New Orleans.

Prof. Hopkins of the State Agricultural College made a short address on corn. He said:

IMPROVEMENT OF CORN.

I would like to say just a word about the bulletins we are publishing. It is possible for any man in Illinois interested in this matter to get the bulletins as they come out. The only thing necessary is to write a letter to the Experiment Station at Urbana and your name will be put on the mailing list and bulletins sent to you right along. You grain dealers can reach the farmers in the country better than any one else. You ought to get these bulletins and discuss these matters with your farmers. The men who do actual work on the farm do not have much time to read.

Of course the Experiment Station is established to conduct experiments. It does not necessarily follow that every experiment tried is found to be a success, any more than if you tried perhaps different designs of elevators. You do not know which will be the best until you have experimented. It is not to be understood that every experiment put out by the Experiment Station is a success.

One thing we are working on is to develop different varieties of corn. If you go to the glucose factories, they want the oil increased in the corn. They are taking out every bit of oil they can get. The Glucose Sugar Refining Co. has some six different factories and they use millions and millions of bushels of corn annually. They don't care anything about the protein. They want all the oil they can get out of the corn. Protein is one of the cheapest parts of the corn from the standpoint of the glucose factories. On the other hand, when you want to use it for feeding purposes, protein is the best part of the corn, and what you want is corn with a large amount of protein in it. The corn that is fed now days contains too much oil. So we have these many different uses for corn and we have been trying to get the different grades of corn needed. Corn can be bred the same as an animal, and once you have the different varieties desired you can quickly spread it over the country. There is no reason why the farmers about Decatur should not get the kind of corn desired by the mills here. As you are no doubt aware a corn breeders' asso. has been established and within two or three years we hope to have it so that the farmers will be able to produce any kind of corn desired in their community.

Prof. Hopkins exhibited a chart illustrating a kernel of corn and showing the percentage of different materials contained in the different parts of the kernel, the outer edge containing the largest percentage of grit, the inner part the starch, and the germ containing a large percentage of oil.

At the conclusion of Prof. Hopkins' address F. J. Delaney moved that a vote of thanks be tendered him by the asso.

The motion was seconded and carried.

W. E. Johnson, Arrowsmith, said: We have some corn that sprouts quicker than other corn. What is the cause of it?

Prof. Hopkins: My opinion is that corn containing a high percentage of oil spoils quicker. If the germs are taken out of the kernels they will ferment and spoil very quickly. If you wish to keep corn and store it for a long period of time, there is no question but what corn low in oil would be most desirable.

After singing "America" the meeting adjourned.

CONVENTION NOTES.

A. E. Wood distributed lead pencils.

Many dealers brought their families to see the President.

A few farmers were in attendance Thursday morning.

Louisville was represented by F. H. Hedges, of A. Brandeis & Son.

From Peoria: Louis Mueller, of T. A. Grier & Co.; M. B. Pratt, of Pratt & Co.

J. G. Woodman, representing Rosenbaum Bros., distributed a neat paper clasp.

A wreath of roses was sent by friends of B. S. Tyler to be placed on his grave.

Elevator building fraternity represented by G. T. Burrell, of Burrell Eng. & Const. Co.

W. L. Penny, of Cook Mfg. Co., Peoria, distributed pamphlets descriptive of Cook Gasoline Engines.

The New Orleans Board of Trade, Ltd., was represented by J. E. Robinson, asst. chief inspector.

The Grain Dealers Journal was represented by Charles S. Clark, Victor Nelson and H. R. Phillips.

A. C. Gale, of Gale Bros., and Alex. Rodgers, with J. Chas. McCullough, were Cincinnati's representatives.

Union Iron Works was represented by the following: Alex. Montgomery, B. B. Babcock and F. J. Temple.

Col. J. G. Banks, of Henderson, Ky., was in attendance at the meeting, representing the Henderson Elevator Co.

The Kilkenny cats fought and they fought, until—well, until there was but two claws and nine hairs left.—Tanner.

Tennessee markets represented by S. M. Bray, of Williams-Fitz Hugh Co., Memphis, and S. S. Kerr, of Nashville.

H. H. Randolph, Decatur, distributed fans, which were used to good advantage during the hot sessions of the first day.

H. I. Baldwin decorated visitors to his office with fragrant carnations and refreshed them with a glass of cold lemonade.

Millers National Insurance Co. was represented by Henry Stanberry, who engaged rooms where he entertained the dealers.

Maroa Mfg. Co., Maroa, Ill., exhibited a model of the "Boss" Car Loader. S. A. Friedman and H. B. Harpstrite were representatives present.

The Standard Oil Co. has not become such a troublesome competitor but what Theo. P. Baxter can give some of his time to convention work.

The Grain Dealers National Mutual Fire Ins. Co., represented by Secy. C. A. McCotter, J. J. Fitzgerald and Hugh McAlpin, State Inspectors.

State Secretaries present were Geo. A. Wells, of Iowa; S. B. Sampson, of Indiana, and A. H. Bewsher, of Nebraska. Secy. Geo. A. Stibbens, of the National Asso., was accompanied by his son Walter.

Indiana sent M. A. Current, State Line; J. A. Bridge, Attica; A. E. Reynolds, Crawfordsville, and Secy. Sampson as its representatives. Indianapolis market represented by Bert A. Boyd and Joe T. Gehring.

W. M. Hirschy, chairman of the committee from Northern Illinois Asso., and Frank J. Delaney, of the Valley Asso.,

deserve much credit for the strenuous work they did in support of the nominating committee.

Railroad men present were J. W. Rhodes, Bloomington, Traveling Freight Agent, Illinois Central; L. L. Thurber, Peoria, Agent Fast Freight Lines.

Toledo's delegation was in attendance at every session. C. Krcx, of Reynolds Bros.; H. D. Raddatz, W. A. Rundell & Co.; Wm. R. Worts, of Worts & Emick; E. H. Culver, Chief Grain Inspector.

A tally-ho full of live grain men joined in the presidential parade Thursday. They were third in line until an unappreciative secret service man commanded them to the rear and allowed 414 carriages to go in ahead.

H. I. Baldwin, the newly-elected treasurer, is a man capable of handling the finances of the asso. For several years he was secretary and treasurer of Pratt & Co., Decatur, now in business for himself as H. I. Baldwin & Co.

Machinery men present: T. M. Van Horn, of Barnard & Leas Mfg. Co., Moline, Ill.; S. J. McTiernan, Huntley Mfg. Co., Chicago; S. B. Young, Fairbanks, Morse & Co., Chicago; P. O'Bryant, Ideal Car Loader Co., Allenville, Ill.

Those present from St. Louis: J. A. Connor, Connor Bros. & Co.; Harry Hunter, Chris Sharp Com. Co.; Martin Mullally, John Mullally Com. Co.; R. S. Nelson, Morton & Co.; W. W. Powell, Sherry-Bacon Grain Co.; Wm. J. Rae, J. E. Hall Com. Co.; W. C. Seele, P. P. Williams Co.; H. A. Von Rump, B. H. Lang & Co.; J. D. Parrott, Parrott-Day Co.; C. L. Wright, J. L. Wright Grain Co.; T. C. Taylor, E. L. Waggoner Brinson-Waggoner Grain Co.; Louis Weinberg, Funsten Bros. Co.

Chicago was ably represented by F. M. Baker, B. F. Traxler, Baker & Traxler; H. H. Randolph, Bartlett, Frazier & Co.; H. F. Benbow, L. Everingham & Co.; W. G. Husband, H. M. Bragg, Pratt & Buckley; John Bryner, W. H. Laidley & Co.; C. P. Cline, Carrington, Patten & Co.; W. Crarer, J. P. Mackenzie; M. M. Day, Gillett & Denniston; F. J. Delaney, Nash-Wright Co.; Geo. B. Dewey, A. W. Lloyd, Fyfe, Manson & Co.; J. H. Donnelly, Crighton & Co.; G. W. Ehle, Ware & Leland; W. M. Hirschy, E. W. Wagner; J. F. Howard, Edward Hymers, F. M. Bunch, Rumsey & Co.; J. M. Maguire, Sam Finney; H. L. Miller, A. C. Curry & Co.; J. H. Moberly, Weare Grain Co.; J. J. Morris, Wanzer & Co.; F. G. Olson, J. Rosenbaum Grain Co.; J. W. Radford, Pope & Eckhardt Co.; W. M. Stickney, Lowell Hoyt & Co.; H. C. Tait, Warner & Wilbur; Oscar White, H. Hemmelgarn & Co.; A. E. Wood, E. W. Bailey & Co.; J. G. Woodman, Rosenbaum Bros.

From Illinois: E. Adams, Harvel; W. H. Adams, Mt. Joy; H. Allen, Broadlands; H. L. Anderson, Rockport; Chas. B. Appleby, Casey; J. R. Aston, Emden; H. C. Baldridge, Carlock; P. E. Ballet, Edinburg; J. H. Banta, Ridge Farm; S. S. Barber, Coles; W. H. Barrett, Owaneco; Edwin Beggs, Ashland; J. L. Belden, Dalton City; N. Bentz, Nokomis; W. W. Berry, Breckenridge; T. L. Bone, Bethany; W. Boulware, Foosland; E. F. Cahill, Arthur; J. M. Camp, M. C. Camp, Bement; H. H. Chaffin, Virden; N. B. Clandon, Fairbury; J. E. Collins, Garrett; J. F. Cooley, Kenney; J. C. Corbett, Chatsworth; T. Costello, Maroa; W. H. Council, Williamsville; J. Crocker, Maroa; E. W. Crow, Blue Mound; W. J. Culbertson, Delavan; J. M. Current, Horner; C. A. Davis, Sullivan; C. E. Davis, Arthur; M. L. DeLaney, Ivesdale; C. B. De Long, Fithian; Geo. A. De Long, Foosland; V.

Deweln, Warrensburg; J. H. Doyle, T. E. Doyle, Arcola; J. C. Diffenderfer, Lincoln; Geo. C. Dunaway, Utica; A. C. Duncan, Lintner; O. M. East, Cerro Gordo; J. A. Ellis, Deer Creek; J. F. Ellis, Stonington; V. C. Elmore, Ashland; R. A. Ensign, Hudson; H. E. Ensley, Waverly; J. Ervin, Tuscola; Chas. E. Evans, Taylorville; E. F. Evans, Waynesville; H. Eversole, Newman; C. H. Faith, Warrensburg; A. J. Flatt, Leverett; D. G. Foreman, Shawville; J. A. Freese, Ogden; F. Fuson, Pierson; J. Gordon, Lincoln; J. M. Greene, Wapella; J. N. Hairgrove, Virden; H. C. Hall, Paxton; R. C. Hamilton, Ogden; T. D. Hanson, Villa Grove; A. L. Hardin, Charleston; E. T. Harrison, Waverly; E. G. Hayward, Cooksville; C. Henn, Borton; J. H. Herron, Sidell; G. L. Hight, Walker; F. Holzman, Grant Park; J. R. Howells, Burrowsville; F. M. Hubbard, Mason City; G. H. Hubbard, Mt. Pulaski; W. H. Hutchins, Farmer City; L. Hutchinson, Libbey; G. W. Hutton, Auburn; U. James, Rowell; W. E. Johnston, Arrowsmith; J. M. Jones, Dewey; H. E. Kinney, Mattoon; J. Kitchen, Mattoon; H. N. Knight, Monticello; F. S. Larson, El Paso; J. E. Larkin, Clarksdale; A. V. S. Lloyd, Normal; H. M. Lloyd, Beason; Wm. Loveless, Taylorville; W. G. Ludwig, Secor; V. D. McClure, Mt. Auburn; H. J. McDonald, Frankfort Sta.; T. J. McGuire, Eureka; Otis McNelly, Blue Mound; J. B. Magee, Cairo; S. Mangos, Hartsburg; N. Mansfield, Niantic; H. W. Mathis, Morton; R. T. Miles, Fisher; A. W. Milliser, St. Elmo; F. W. Moberly, Mt. Auburn; J. A. and J. W. Moberly, Windsor; G. D. Montelius, Piper City; Alex. and E. W. Moore, Niantic; Wm. Moschel, Morton; W. O. Moyer, Chesterville; C. B. Munday, Litchfield; T. New, Tomlinson; H. H. Newell, Bloomington; Wm. Noble, Foosland; Thos. Ogden, Dewey; R. Orr, Kenney; H. E. Parsons, Philo; Orin Palmer, Kemper; Louis and Wm. Peck, Monticello; C. A. Pollard, St. Anne; J. W. Probasco, Bloomington; R. J. Railsback, Hopedale; J. Rapp, San Jose; W. H. Reedy, Towanda; M. F. Reilly, Reddick; H. Richcreek, Paris; Ed Ries, Ridgeway; R. J. Riley, Forrest; A. Ritscher, Taylorville; G. Ritscher, Owaneco; E. Roberts, Morton; W. S. Russell, Allentown; T. Ryan, Lincoln; C. W. Savage, Virginia; T. J. Scroggin, Harristown; E. S. Shearer, Cullom; A. W. Shepard, El Paso; A. B. Smith, Rosemond; G. W. Smith, Waynesville; S. M. Snyder, Metamora; C. W. Spitley, Lincoln; A. L. Stanfield, Edgar; S. S. Tanner, Minier; Geo. Taylor, Milmine; Mathias Tex, Velma; R. W. Thorpe, Wapella; J. M. Tohill, Casner; B. F. Tucker, Morton; B. A. Turner, Edinburg; E. R. Ulrich, Jr., Springfield; E. F. Unland, Pekin; J. F. Vangundy, Macon; E. F. Verry, Armstrong; J. R. Wagner, Metamora; James Walsh, Jr., Piper City; O. N. Walker, Dunkel; J. C. Wampler, Hammond; F. L. Warner, Fisher; E. M. Wayne, Delavan; F. S. Wellepp, Cisco; F. E. Wendell, Forrest; J. A. Wesch, Arcola; W. J. Wiley, Irving; J. H. Williams, Farmer City; J. P. Woolford, Galton; P. Wrenn, Washington.



"The Smile That Won't Come Off"—unless it rains again.
From the Des Moines Register.

Grain Trade News

CANADA.

Newdale, Man.—The Northern Eltr. Co. has finished sheathing its eltr.

Ottawa, Ont.—Drouth in Quebec and eastern Ontario threatens crop failure.

Montreal, Que.—The warehouse and storage buildings of John Crowe & Co. burned recently.

Winnipeg, Man.—Crop reports received by the Canadian Northern R. R. early in June were uniformly favorable.

Rounthwaite, Man.—Geo. E. Johnston, of Hilton, has taken the position of wheat buyer for the Northern Eltr. Co.

Hilton, Man.—W. J. Britton contemplates erecting a residence which will be nearer his lumber yard and eltr.

Winnipeg, Man.—R. B. Wiseman, of the Winnipeg Eltr. Co., has purchased a new residence and is making it his home.

Montreal, Que.—The government has re-established the Flour Standards Board on the urgent request of the Corn Exchange.

Crystal City, Man.—The elevator of J. E. Parr burned June 3 with about 8,000 bushels of grain. Grain said to be insured, but not the elevator.

Regina, Assa.—An eltr. is proposed for Davidson, a small town on the Prince Albert branch of the C. N. Ry., about 90 miles north of Regina.

Montreal, Que.—The Ogilvie Milling Co. has chartered vessels for over 2,000,000 bus. of wheat to go by all water route from Fort William to Montreal.

Gainsboro, Assa.—The 25,000-bu. eltr. of the Northern Eltr. Co. burned May 29, with 3,000 bus. of wheat. Building and machinery was insured for \$4,000.

Montreal, Que.—The floating eltr. St. Lawrence, belonging to the Montreal Eltr. Co., is being raised from the bottom of the harbor where it sank several weeks ago.

Antrim, Ont.—Thos. S. Bradley, hay and grain merchant, has made an assignment to John R. Tierney, of Arnprior. Liabilities, \$2,000, with assets about the same.

Winnipeg, Man.—Jas. A. Body and Frederick Noakes, manufacturers of linseed oil, have dissolved partnership and Jas. A. Body & Co. will carry on the business.

Strathcona, Alta.—The house of the Dominion Eltr. Co. was slightly damaged recently by a heavy storm. About 200 bus. of grain flowed into the basement which was filled with water.

Winnipeg, Man.—W. A. Hastings, vice-pres. and general mgr. of the Lake of the Woods Milling Co., died May 23, at Montreal. Mr. Hastings was formerly connected with the Ogilvie Milling Co.

Ottawa, Ont.—Western members of parliament conferred with Sir Wilfrid Laurier May 29 to present arguments for a flat rate on wheat over the Canadian Northern and Grand Trunk Pacific Railways from the west.

Winnipeg, Man.—The Telegram of May 30 contains a 4-page supplement devoted to the grain trade. A history is given of the Board of Trade and the Grain Exchange, together with portraits of all the members of those two bodies.

Fort William, Ont.—A heavy wind storm blew off about half of the sheet iron roof from eltr. D May 23. The roof was riveted to the iron frame work, but, as the sides were not inclosed, the wind got under it and tore it from the rivets.

Brandon, Man.—The A. Kelly Milling Co. incorporated, \$400,000 capital, to carry on an eltr. and milling business at Brandon. Incorporators, Andrew Kelly, John S. Maxwell, E. J. Barclay and W. J. Lindsay, of Brandon, and W. L. Parrish, of Winnipeg.

Four delegates from the Grain Growers' Assos. of Manitoba and the Territories are visiting Ottawa to urge upon the government the necessity of amending the grain act to make a more equitable division of cars between eltrs. and loading platforms.

Windsor, Ont.—The Cereal Machinery & Production Co., Ltd., incorporated, \$500,000 capital, to manufacture cereal food and the machinery for manufacturing the food. Incorporators, F. A. Wagner, J. D. Bourdeau and Mary Emmons, of Detroit, and E. C. Kenning and E. A. Cleary, of Windsor.

Winnipeg, Man.—A crop of Kansas red winter wheat is growing nicely on the farm of Wm. Martin at St. Jean Baptiste. The field was sown Aug. 1 and is 22 inches high. The wheat was put in with a drill on 10 acres of open prairie without shelter of any kind. It promises to be ready to harvest by the middle of July.

Winnipeg, Man.—The Grain Exchange is prepared to fight the proposition of the eastern exchanges to grade wheat as of Manitoba origin under authority to be asked of the government. The Exchange has numerous letters from importers in England and on the Continent expressing themselves as very well pleased with the present Manitoba inspection.

Ottawa, Ont.—The three principal changes in the Grain Act asked by the committee of Manitoba grain growers are: To give liberty to all farmers and shippers to load wheat on their own account through elevators as well as over loading platforms; to specify more plainly the manner of distribution of cars to applicants at times of car shortage; to give the privileges to owners of flat-warehouses to equip with elevating machinery.

The wheat crop of Manitoba and the Northwest Territories for 1902 is estimated at 64,283,434 bushels, according to the report of Frank O. Fowler, secy. of the Northwest Grain Dealers Assn., issued June 5. Of this amount 45,061,481 bus. were forwarded by the railroads between Sept. 1 and June 1, with 840,000 bus. now in transit. The wheat used for seed reaches a total of 6,000,000 bus., for feed 1,000,000 bus. and for country mills 5,000,000 bus., while 1,000,000 bus. more will be required by the mills. The farmers had June 1 a balance of 1,222,593 bus. in their hands and 4,159,000 bus. are stored at country points, which leaves 5,381,000 bus. still to be forwarded by the railroads. The excellent seeding conditions are being maintained and the crop prospects are splendid.

Winnipeg, Man.—The hearing of the suit brot by W. T. Gibbins against members of the Grain Exchange to recover

\$50,000 damages for alleged conspiracy was begun May 26. Gibbins claims that in October the defendants agreed to boycott him, in consequence of which he could not buy futures on the Grain Exchange and sell against them as he used to. Now he had to sell spot wheat. The boycott had affected his credit. A. R. Stoddart, of the R. D. Martin Co., testified in regard to a meeting held at the Grain Exchange, at which it was decided that those who were there would refrain from dealing in any way with Gibbins. The reason for coming to this conclusion, the witness stated, was that it was generally believed that Gibbins was in league with the McIntyre block people and other independent dealers, and that he was taking advantage of his position as a member of the Exchange to dump the grain on members in direct violation of the rules and regulations of the asso. Bruce McBean testified that he had acted as broker for the plaintiff Gibbins, but had not sold any grain either to or for him since Oct. 23, 1902, the date of the alleged boycott. The reason he had not acted for Gibbins was that it was impossible to dispose of his grain to any of the dealers in the Exchange building. Several members of the Grain Exchange testified that their refusal to deal with Gibbins was for personal reasons and not because of the alleged agreement.

CHICAGO.

Memberships in the Board of Trade are selling at \$2,650.

J. F. Mackenzie has resigned from the Weare Grain Co. and will take a needed vacation.

A sale of No. 4 spring wheat is reported to have been made May 28 at 77 cents, or ½ cent above May.

The feed elevator of G. S. Blakeslee, at 2917 La Salle st., burned May 28, causing a loss of about \$12,000.

The grain eltr. and feed store of L. Livingston at 3105-7 La Salle st. damaged by fire June 3, Insurance \$10,000.

An Idaho creditor of the Geo. T. Sullivan Co. alleges that the latter owes \$306 and has applied for an attachment.

The amendment to the rules of the Board of Trade basing the weighing fee at 25 instead of 15 cents a car has been adopted.

Beginning June 3 all new trades in wheat for future delivery have been in new style, that in which winter wheat can be delivered at a discount.

Michael Maloney, an employe of the I. C. eltrs. at the foot of So. Water st., was crushed by a freight train at eltr. A May 27, and died while being taken to the hospital.

Judge Chytraus has ordered the McNeil Grain Co., of Sioux City, Ia., to produce its books for the inspection of the Weare Commission Co., which brot suit for an accounting.

The directors of the Board of Trade have dismissed the claim of Gillette & Denniston against Simpson & McDonald over a check that had been raised from \$15 to \$1,500.

The amendment to the rules of the Board of Trade providing for the establishment of a grain committee to arbitrate disputes when grain tendered fails to meet the approval of official samplers has been adopted.

Warehousemen have asked for an increase in the storage rate on grain in

public eltrs. from 1/50 to 1/40 per day; and the directors of the Board of Trade soon will hold a conference to consider their demand.

Chas. Howe, who has been interested in the Updike Commission Co., will from now on take a more active part in the affairs of the company. He was elected vice-pres. at the annual meeting, while his son, Chas. A. Howe, was elected treas. N. B. Updike, of Omaha, pres., and S. P. Arnot, secy. and mgr. here, were re-elected.

The amendment to the rules of the Board of Trade making No. 2 hard winter deliverable on wheat contracts under a penalty of 5 cents per bu. was carried by a majority of 172 June 2. The purpose of the new rule is to make it difficult to corner the market. New York and Liverpool have adopted similar rules, that at Liverpool being much more liberal.

Bartlett, Frazier & Carrington is the name of the merged interests of Bartlett, Frazier & Co. and Carrington, Patten & Co., which will unite July 1. The members interested in the new firm are: W. H. Bartlett, F. P. Frazier, W. T. Carrington, C. B. Pierce, John Grier and Jas. A., Geo. W. and H. J. Patten. John Grier and W. T. Carrington will represent the firm in New York.

Pres. Chandler of the Board of Trade will call a meeting of representatives of the various grain exchanges, at which will be organized a permanent asso. for the advancement of mutual interests. Some of the outside exchanges have signified their desire to be identified with any movement that will improve conditions. The bucket-shop evil is only one of several that will have the early attention of the new asso.

A baseball game was played June 6 between the Board of Trade "Has Beens" and a nine from the Chicago Beach Hotel, the game ending 24 to 10 in favor of the brokers. The following were in the game: A. V. Booth, Hal Greeley, E. B. Bliss, H. A. Foss, F. Badger, F. A. Paddleford, G. A. Wheeler, C. E. White, T. W. Browning, W. C. Gihhardt, Fred Maynard, A. I. Valentine, B. Eckhart, Arthur Leask, Wm. Long, John McDougal, Jere Stever, Jack O'Brien and Morris Schwabacher.

Motives of revenge led two alleged bucket-shop operators to apply to the courts for warrants under which to raid the offices of several reputable Board of Trade members last week. The refusal of the judges to issue the warrants stopped the game for one day. Justice Bradwell yielded to the importunities of the operators and issued the warrants, but notified those named that they could save themselves the indignity of arrest by a constable by coming to his court and giving bonds for appearance. Accordingly no one had to ride in the omnibus that was driven up to the Board of Trade on the morning of June 3. Besides the officers and directors of the Board the complainants named the members of 3 prominent firms, with whom they claimed to have had dealings.

ILLINOIS.

Longcreek, Ill.—T. L. Evans will erect an eltr.

Dow, Ill.—J. H. McDow is engaged in the grain business.

Prairiehill, Ill.—B. S. Tyler & Co. will build a 30,000-bu. eltr.

Kenney, Ill.—J. I. Everson is doing a scoop shovel business.

Lis, Ill.—List & Co. will re-engage in the grain business this fall.

Crescent City, Ill., June 4.—Crops are looking fine.—Harlan & Boughton.

Loami, Ill.—Lowry Hert has purchased E. R. Ulrich & Sons' eltr. for \$5,900.

Bates, Ill.—E. R. Ulrich & Sons have sold their eltr. to J. N. Murphy & Son.

Galton, Ill.—J. P. Woodford has installed a flexible spout for loading corn.

Dewey, Ill.—J. M. Jones will put in new elevating machinery this summer.

Forest City, Ill.—Smith-Hippen Co. is rebuilding 20,000-bu. eltr. burned May 13.

Hanna City, Ill.—Chas. Rindfleisch has bot the eltr. and residence of J. M. Lambley.

Prospect, Ill.—Susdorf & Son will add 10,000-bu. capacity to their 30,000-bu. house.

Ferris, Ill.—The eltr. of Warren & Co. will be equipped with an improved Hall Distributor.

Rowell, Ill.—The Rowell Eltr. Co. will remodel its eltr., increasing the capacity to 30,000 bus.

Crescent City, Ill.—Harlan Bros. & Boughton are installing a new 18 h. p. gasoline engine.

Secor, Ill.—Mr. Greiner, of Fairbury, has been appointed mgr. for the Secor Farmers' Eltr. Co.

Hanna City, Ill., May 23.—Have had a good rain and crops are looking very good for late spring.—J. M. Lambley.

May's Sta., Ill.—F. L. Kidder & Co. expect to have their new 40-dump eltr. completed in time to handle the new crop.

Stonington, Ill.—C. E. Davis, of Sullivan, has secured a site from the Illinois Central and will erect a 60,000-bu. eltr.

Watseka, Ill.—Arthur Clement is not a dealer. He stirs up trouble for the regular dealers, who are John L. Smiley and O. L. Gray.

Savoy, Ill.—The Savoy Grain & Coal Co., incorporated, \$5,000 capital. Incorporators, D. A. Burwash, C. E. Ross and T. F. Dordan.

Bloomington, Ill.—J. H. Harrison, secy. of the Brooks & Harrison Co., who formerly resided at Stanford, has removed to Bloomington.

Cheneyville, Ill.—Rieser & Rollins have reconstructed a gravity gasoline engine to pump feed, and thus reduced the fire hazard of their plant.

Lincoln, Ill.—The Gordon Mill & Grain

Co. has improved its cereal mill by installing corn machinery from the shops of the Nordyke & Marmon Co.

Marseilles, Ill.—The factory of the Schumacher Cereal Co. burned May 29. Loss \$15,000, covered by insurance. The plant will probably not be rebuilt.

Casey, Ill.—The only regular dealer, in fact the only firm owning either an eltr. or crib at this station, is Buxton & Appleby, who own and operate a 5-dump 20,000-bu. eltr.

Benson, Ill.—The only regular dealers at this station are J. F. Huxtable, S. L. Peterson & Co. and Jos. Shields. No others are entitled to market letters.

Seneca, Ill.—The Seneca Grain, Lumber & Supply Co. has bot for \$12,000 the eltr. of J. A. Jamieson. Possession will be given June 15. C. O. Huff will be mgr.

East St. Louis, Ill.—The John S. Metcalf Co. is installing 2 shipping legs, 2 1,400-bu. Fairbanks Hopper Scales and 2 Sandmeyer Loading Spouts in the Union Eltr.

Arthur, Ill.—C. E. Davis has obtained possession of F. M. Powell's eltr. He will tear down the old building and erect a 50,000-bu. house. Machinery for shelling and cleaning grain will be installed.

Farmer City, Ill.—The Farmer City Grain Co. incorporated, \$10,000 capital. Incorporators, J. T. North, Frank E. Houser and Geo. Reeser. The company expects to buy the eltr. of J. H. Williams.

Hayes, Ill.—John L. Barthel has changed his gasoline engine from a gravity to a pump feed, so he will not have his engine room floor flooded with gasoline. He will also increase the capacity of his eltr.

Junction, Ill.—Geo. W. Cook, who operates at many points on the Shawneetown branch of the L. & N. Ry. and the Beardstown branch of the B. & O. S. W. Ry., will soon complete a grain house on the 2 named roads at Junction, of about 10,000-bu. capacity.

Bloomington, Ill., May 29.—We have had a very wet spell of weather and corn is getting very weedy. Oats are looking better, but have lots of weeds, account of poor stand. We need some nice warm growing weather to make corn do itself justice.—J. E. Hawthorne.

Dudley, Ill.—Dexter Baber has been making improvements in his eltr. He has placed the hopper scale on an independent frame running from the ground to a height of 25 feet, so that it can not pos-

Mr. Lugubrious Blue and Mr. Smiley Gladd Discuss Condition of Crops.



Mr. Blue—"We're Going to Have a Late Spring. The Frost Wasn't Out of the Ground before April 29, and we Won't Raise half a Crop this Year."

Mr. Gladd—"Oh, I Don't Know. The Spring of '78 Was very Late, and I Raised Sixty Bushels of Oats and Eighty-five Bushels of Corn to the Acre that Year."

sibly be affected by any settling or movement of the building when full or empty.

Sterling, Ill.—The eltr. of the North-western Eltr. Co., of Peoria, burned May 25 with 5,000 bus. of grain, mostly oats. Loss about \$6,000, covered by insurance. The company will rebuild on another site a 100,000-bu. eltr. at a cost of \$10,000. The fire is supposed to have been started by an incendiary.

Delavan, Ill.—Wm. J. Culbertson, who was reported dead in this column, is very much alive. The error arose thru similarity of names. Wm. J. Culbertson, of Paris, Ill., who died, has been giving his entire attention to his farm since selling his eltr. a year ago. A wife and two children survive him.

Decatur, Ill.—The Grain Dealers Oil Co., which is developing oil property at Chanute, Kan., has elected the following officers: Pres., M. R. Allsup, of Maroa; vice pres., C. A. Burks, of Decatur, and T. P. Baxter, of Taylorville; sec., A. T. Summers, of Decatur; treas., Warren Corzine, of Stonington.

Mason City, Ill.—The Farmers' Eltr. Co. received, May 27, 212 wagon loads of corn, or about 12,000 bus., and on the 28th Secy. McCreery had to call a halt as the eltr. was filled to its capacity. On May 30 the rush began again and 226 loads of shelled corn was received, averaging 53 bus. to the load, making nearly 25,000 bus. in two days of that week.

Shannon, Ill., May 30.—The crops in this locality are very good. Corn is looking well and has a good stand; rains retarding cultivation some. We have shipped some corn of late and find that 60 per cent will grade No. 4 and the balance No. 3. Oats left in farmers' hands are of good quality. Do not look for much of a movement of grain before June 20 to 30.—Shannon Grain Co.

Cabery, Ill.—Patrick Whalen, who is mgr. for Porch & Adams, has been appointed to the Board of Trustees of the Kankakee Insane Asylum by Governor Yates. Mr. Whalen has long been prominent in the grain trade of Illinois and his deep interest in association work has brought him in touch with association members and workers, and all feel that the appointment is well merited.

INDIANA.

Wolcott, Ind.—A. M. Ludeman has bot 2 Hall Grain Distributors.

Bippus, Ind., May 28.—Crops look promising.—L. M. Fishbaugh.

Rich's Sta., Ind.—The house of Woodbury & Files has been completed.

Holton, Ind.—Dr. Cox has bot the mill on the B. & O., from Mr. Spears.

Osgood, Ind.—Crum & Bayhinger are building a 10,000-bu. eltr. on the B. & O. Ry.

Centerville, Ind.—Clark Bros. have hired H. C. Teeter to make repairs on their eltr.

Fowlerton, Ind.—The eltr. of Woodbury & Files is completed and ready for business.

Freeland Park, Ind.—Thompson Bros., who bot eltr. of Kirkpatrick Bros., will take possession July 1.

Matthews, Ind., June 8.—Have had a little too much rain but all crops are in fine condition.—Guy Orr.

Logansport, Ind.—The Johnson Eltr. Co. has filed a certificate for an issue of \$12,500 in preferred stock.

Earl Park, Ind.—Caldwell & Barr are enlarging their power plant by installing a 70-h. p. engine and a 90-h. p. boiler.

Morocco, Ind., June 1.—Too much rain, which is keeping farmers from cultivating corn. Oats are getting weedy.—Archibald Bros.

Milroy, Ind.—G. C. Bosley has bot the eltr. of Sewright & Myers for \$4,500. He will operate it for Brown & Riley, of Rushville.

Veedersburg, Ind., June 1.—Farmers are complaining because of the late corn planting caused by the wet weather.—E. W. Finch.

Kentland, Ind.—The grain dealers have informed farmers that hereafter they will pay 1 cent less per bu. for mixed than for straight yellow corn.

Brookston, Ind.—Wilkinson & Ross have succeeded John B. Ross & Co. R. M. Wilkinson, formerly of Stockwell, Ind., has bot an interest in the eltr. and will manage the business.

Peoria, Ind.—The Willey Mill & Eltr. Co., of Ross, O., has let the contract for the erection of an eltr. to H. C. Teeter. It will be equipped with gasoline engine, sheller, cleaner, corn and wheat dump, hopper scale and feed mill.

Goodland, Ind.—Eltr. A of the Hartley Grain Co. burned June 1. Loss about \$5,000, insurance, \$3,500. Cause of the fire is unknown, but it is supposed to have caught by a spark from a locomotive or the stationary engine, as the flames were first seen in the smokestack.

Economy, Ind.—The eltr. of Anderson & Hollingsworth will be equipped with a 20-h. p. gasoline engine, No. 2½ Western sheller, No. 2 Western shaker cleaner, corn and wheat dump, 300-bu. hopper scale and 1 stand 2 high rolls. H. E. Teeter has the contract.

Auburn, Ind., May 30.—Wheat is doing fine to date. Corn planted late on account of too dry weather, but have had plenty of rain the past week. Oats rather poor stand; good rains will help and all depends on the weather from now out. Rather cold the last few days.—J. W. Chambers Grain Co.

IOWA.

Mason City, Ia.—C. T. Sidwell has removed here from Kenyon, Minn.

Bradgate, Ia.—The eltr. of C. Brown was wrecked recently by a heavy wind storm.

Avoca, Ia.—Fred Tanke has bot the grain business of the H. O. Seiffert Lumber Co.

Hosper, Ia., June 4.—Wet weather still. Prospects for small grain good.—G. Draayom.

Kings, Ia.—Geo. W. Kings, grain dealer, will soon go to England with 200 head of fine cattle.

Cylinder, Ia.—The Canton Grain Co., of Canton, S. D., has bot the eltr. of F. H. O'Halloran.

Merrill, Ia.—An eltr. of the Hoese Mill Co. was torn from its foundations recently by a tornado.

Jefferson, Ia.—Henry Tucker has succeeded Roger Marquis as mgr. for the Atlas Grain Co.

Smithland, Ia.—G. S. Leininger has removed to Loup City, Neb., where he will engage in the lumber business.

Malvern, Ia.—S. B. Barnes has bot the interest of R. Fenno Smith in the eltr. Mr. Smith will move to Colorado.

Geneva, Ia., June 4.—Plenty of rain. About 90 per cent of the corn planted. Oats and grass look fine.—Geo. A. Tucker.

Des Moines, Ia.—The Chicago Grain & Eltr. Co. has issued bonds for \$150,000 on the security of its line of country eltrs.

Plessis, Ia.—R. P. Dethmers has bot the eltr. and other interests of the Hartley Grain Co., and on July 15 will take possession.

Onawa, Ia.—W. P. Manning, who was mgr. for the Trans-Mississippi Grain Co., has removed to Smithland, where he has secured a position.

Cooper, Ia.—Roger Marquis, formerly with the firm at Jefferson, will have charge of Culbertson Bros.' lumber yard and grain business here.

Fredericksburg, Ia.—A. W. Carey has bot the interest of C. T. Haskett in the eltr. owned by them and the old warehouse owned by Mr. Haskett.

Joice, Ia.—The corn cribs of the Northern Grain Co., Chicago, at Pierson, Plum Creek and Joice were blown from their foundations during the storm of May 22.

Davenport, Ia.—D. H. Stuhr, pres. and gen. mgr. of the Hawkeye Eltr. Co., is now managing the business of the company from offices at 29 Masonic Temple bldg.

Jewell, Ia., June 1.—The crops are in no condition at the present writing to determine what the loss will be from the rains, but it is certain to be heavy.—J. C. Riddle.

Rossie, Ia., May 29.—The oat crop looks fair considering the wet weather. Corn about one-third planted. Farmers are rushing their work as fast as possible.—W. E. Chinn.

Raleigh, Ia.—The eltr. of the Skewis-Moen Co. was struck by a cyclone May 22 and was left a total wreck. It was covered by tornado insurance and will be rebuilt at once.

Toledo, Ia.—J. Johansen, of Plum Creek, has succeeded F. Lawbaugh as mgr. for the Northern Grain Co. Mr. Lawbaugh will remove to South Dakota where he will go into business for himself.

Davenport, Ia.—In the suit of the D. H. Stuhr & Son Grain Co. against D. H. Stuhr the court has issued an injunction restraining Mr. Stuhr from receiving, disposing of or handling any grain in the eltr. of the company, or receiving or paying any money on the company's account, or doing any business in its name, or interfering in the management of the property.

Hampton, Ia., May 25.—We have nothing to report except rain. While small grain looks much better than we could expect, yet the acreage is much less than in ordinary years, many farmers not having been able to get on their land, it being too wet. Corn on the high land is mostly planted and some pieces are coming up nicely, yet there is a large amount of corn land which will be used for millet or lie idle. Farmers have very little grain to market and each week since the last of Feb. more bus. have been sold from our eltrs. to farmers for feed and seed than have been marketed by them. Great quantities of southern corn, from Missouri and Kansas, have been shipped in for feed; much of this corn arrives in a heated condition. One firm at Kansas City, Flynn Grain Co., sold a party 2 cars of No. 3 or better corn and made draft with B/L attached for the full

amount; when the corn arrived it was hot and sprouted to such an extent that it was worthless, not even the freight could be gotten out of it.—Moore Bros.

KANSAS.

Havensville, Kan.—S. W. Ellis will build an eltr.

Glasco, Kan.—Robinson & Morrison are erecting a 45,000-bu. eltr.

Whitecloud, Kan.—John H. Lynds will rebuild as soon as possible.

Conway Springs, Kan.—Henry Bentley has installed a grain cleaner.

Crisfield, Kan.—Kramer Bros. will build an eltr. P. H. Pelkey has the contract.

Centralia, Kan.—M. G. Heald, of Summerfield, has bot the eltr. of W. T. Buck.

Greenleaf, Kan.—S. P. Solt has completed his eltr. and is ready for business.

Saxman, Kan.—Jos. Bleger is said to have had over 300 bus. of wheat thoroly soaked.

Russell, Kan.—The eltr. of the Morrison Grain Co. will have a capacity of 25,000 bus.

Crystal Springs, Kan.—The Farmers' Eltr. Co. is remodeling the eltr. which it recently purchased.

Noble, Kan.—Wright & Gray had about 200 bus. of wheat in their eltr. entirely covered with water.

Topeka, Kan.—All the eltrs. of No. Topeka were in water to the second floor and fire or collapse feared.

Argentine, Kan.—The Santa Fe eltr. was surrounded by 10 feet of water but it did not reach the grain bins.

Ottawa, Kan.—The eltr. of W. S. Williams was entered the night of May 22 but nothing valuable was secured.

Wichita, Kan.—The eltr. of the Stevens-Scott Grain Co. will be a 50,000 to 75,000-bu. transfer house.—J. J. Fitzgerald.

Topeka, Kan.—The Farmers Co-operative Shipping Asso. incorporated by James Butler, the farmer agitator, and others.

Ellinwood, Kan.—The Farmers' Grain & Supply Co. is covering its enlarged eltr. with iron sheeting, complying with the fire ordinance.

Wichita, Kan.—The Stevens-Scott Grain Co. is glad that the new eltr. will be above high water mark, at least of the present flood.

Hobart, Kan.—E. H. Linzee is having a cleaning house built by P. H. Pelkey. It will be equipped with the Eureka Clipper and Cleaners.

Arcadia, Kan.—W. D. Konantz has bot the eltr. formerly operated by C. W. Goodlander. Mr. Konantz has been mgr. of the business here for 20 years.

Olathe, Kan.—J. H. Cosgrove has leased the eltr. which was formerly owned by T. G. Graham, but which he has sold to Hodges Bros., a lumber company.

Coffeyville, Kan.—A new eltr. is in sight for Coffeyville, to be built, it is said, by parties from Springfield. W. F. Dooling, of Springfield, is at the head of the enterprise.

Salina, Kan.—Several feet of water was in the basement of the eltr. of the Lee-Warren Milling Co. and the mill was compelled to shut down because of the inability to get wheat from the eltr.

Topeka, Kan.—The Capital eltr. at No. Topeka has been closed because of the

water which has gotten into the pit. At the Central eltr. the water flowed in faster than the pumps could empty it.

Saxman, Kan.—A. C. Plumb had about 1,000 bus. of wheat in the dump which was completely submerged and on account of the warm weather will probably be very hard to save it, if not impossible.

Bison, Kan., May 30.—The prospect, in this locality, for a crop is fine; a great deal of good rain fell in the last 2 weeks, making a crop sure, unless it is destroyed by storm or hail. Have had some hail here but no serious damage done; 1 or 2 small fields were damaged about 20 per cent and others from 1 to 9 per cent.—G. G. Wiechen.

Burns, Kan., June 6.—Crops are very satisfactory at present. Corn good stand but held back by the high water. Oats look good and same is true with what wheat and rye there is in. Grass is very fine with promise of a large hay crop; alfalfa somewhat injured by the early freeze but is now ready to cut first crop.—J. C. Lilley & Co.

Manhattan, Kan.—The Kansas Flour & Grain Co. incorporated, \$10,000 capital. The directors are, F. D. Shellabarger, Salina; Thos. Page, of Topeka; Robert Miller, of Clyde; Henry Work, of Ellsworth, and Frank Tyler, of Junction City. This company will buy and sell grain and grain products and act as agt. or broker for the buying and selling of all kinds of mill products for mills and eltrs. in the asso.

Wichita, Kan.—Eighty grain dealers and millers attended the general meeting May 20. The discrimination against Wichita in grain rates was vigorously condemned. It was resolved that the Grain Dealers Asso. indorse the efforts of the city to obtain better freight rates and pledge its support to obtain the desired result. It was unanimously resolved that Secy. of the Kansas Grain Dealers Asso. be instructed to call a convention on June 12th at Wichita, Kan., of grain merchants, grain producers and millers to discuss the question of freight rates on grain and grain products.

KENTUCKY

Louisville, Ky.—Edinger & Co. will install 3 Hall Grain Distributors in their eltr.

Dycusburg, Ky., May 25.—Wheat crop somewhat impaired by recent rains and warm weather and has not fully regained loss caused by drought, cold weather and frost. Corn about half planted. No old

corn or wheat for shipment.—S. H. Cassidy & Co.

MARYLAND

Alesia, Md., June 5.—New wheat crop coming along nicely; indications for a better crop than last year. Hay crop short, altho timothy is improving very fast now on account of recent rains. Oats short; corn all that it should be at this time of the year.—J. H. Blocher.

MICHIGAN.

The bean crop will be reduced by the drouth in Michigan.

Cass City, Mich.—The Gagetown Grain Co. incorporated, \$10,000 capital.

Cass City, Mich.—The Cass City Grain Co. incorporated, \$50,000 capital.

Vestaburg, Mich.—F. M. Greenough & Co., of Vassar, will build a warehouse.

Reasons why Michigan should have a state asso. are given in "Letters from Dealers," this number.

Vestaburg, Mich., May 25.—A fair prospect for a full crop of grain and hay in this locality.—A. D. Ballou.

Lansing, Mich., June 2.—Ample show-ers have much improved wheat, rye, meadows and pastures and forwarded growth and germination. Corn germinating nicely; soil much improved for plowing and seeding. No frost damage reported.—Government Report.

PROGRAM MICHIGAN MEETING.

A meeting to organize a grain dealers asso. for Michigan has been called at Battle Creek, Mich., June 25. Following is the program:

Welcome to City—T. W. Swift, Battle Creek.

Benefits of a Grain Dealers Asso.—H. S. Grimes, vice pres. Grain Dealers National Asso., Portsmouth, O.

Address—H. A. Foss, Board of Trade Weighmaster, Chicago, Ill.

How to Obtain Best Results from a Grain Dealers Asso.—S. B. Sampson, secy. Indiana Grain Dealers Asso., Indianapolis, Ind.

Address—Geo. A. Stibbens, secy. Grain Dealers National Asso., Chicago, Ill.

Vote on Organization.

Adoption of Constitution and By-Laws.

Election of Officers.

Appointment of Committees.

Adoption of Arbitration Rules.

Adoption of Trade Rules.

Adjournment.

No. 2.



Mr. Blue—"Yes, but we Need Rain right now, and I'll bet when it does come it Just Drowns us Out."
Mr. Gladd—"Well, sir, I remember One Year When my Corn Was Fired at the

Bottom, along came a Cloudburst that Drowned all the Old Woman's Geese and I Gathered Ninety Bushels to the Acre that Year."

MINNEAPOLIS

Chas. Heim, an employee of the American Linseed Co., had his leg broken June 5 by a cable.

The Minnesota Grain Co. has increased its capital from \$50,000 to \$100,000. Neils O. Werner is pres. and C. A. Werner secy.

The Reliance Eltr. Co. incorporated, \$300,000 capital. Incorporators, E. G. Terwilliger, E. H. Tyron, J. R. Marfield and Wm. Griffiths.

O. G. Huyck, who is associated with L. N. Loomis in the grain business, is seriously ill with anemia and there is very little hope of his recovery.

Holcomb Hall, 43 Fourth st., South, Minneapolis, Minn., is the meeting place of the South Minnesota and South Dakota Grain Dealers Asso. for the half day's session, June 15.

Minneapolis can surely get the next meeting of the Grain Dealers Nat'l Asso. if its enterprising grain merchants will go after it in earnest and assure the directors of the Nat'l that they want it.

A justifiable pride in its new exchange building should prompt the Chamber of Commerce to invite the grain dealers of the country to come and measure for themselves the magnitude of the Minneapolis market.

An order has been issued by Judge Simpson for the assignees of the St. Paul & Kansas City Grain Co. to pay over \$23,803.47 to the secured creditors of the firm and these creditors to be entitled to their share pro rata with the unsecured creditors, of the unpaid balance, in their respective claims.

The Chamber of Commerce has begun suit against the Coe Commission Co., the Independent Grain & Stock Exchange and others to prevent the unauthorized use of its quotations. The figures as posted on the blackboard in the office of one of the members of the Chamber were copied by an agent of the bucket-shops and carried every 15 minutes to an office close by, whence they were telephoned to the bucket-shop headquarters. The officers of the Chamber have the support of the better element among the members in beginning their campaign against the bucket-shops.

MINNESOTA.

Kanaranzi, Minn.—The Kanaranzi Eltr. Co. has let the contract for a \$3,000 eltr.

Foxhome, Minn.—Standing Bros. will build eltrs. at Foxhome and Everdell on the N. P. Ry.

Browerville, Minn.—The Stedman Eltr. Co., of Little Sauk, has bot the eltr. of Thos. Heid.

Rothsay, Minn.—The Rothsay Eltr. Co. has increased its capital from \$10,000 to \$50,000.

Arco, Minn.—The Farmers' Independent Eltr. Co. is building a 30,000-bu. eltr.—A. W. Magandy.

Fergus Falls, Minn., June 6—Crops are looking very fine in western Minnesota.—F. W. Werdin.

St. Paul, Minn.—Eltr. B, which is owned by the G. N. Ry., is being torn down to make room for the railroad yard.

Empire, Minn.—F. T. Lapitz, formerly agt. for C. M. Gowdy, Britt, Ia., is now employed by the Sheffield-King Milling Co.

The South Minnesota and South Dakota Grain Dealers' Asso. will hold its annual meeting at Minneapolis July 15 at 2 p. m.

Welcome, Minn.—The corn crib of the Northern Grain Co., Chicago, was blown from its foundation during the storm of May 22.

Okabena, Minn.—The agent of the Skewis-Moen Co. committed suicide by shooting May 25. A love affair is said to have been the cause.

Duluth, Minn.—H. B. Moore has been elected to succeed S. A. Kemp as secy. of the Board of Trade. Mr. Moore was formerly state weighmaster.

Battle Lake, Minn.—Oscar Hanson will build an eltr. at Ottertail City, on the new branch of the Soo Ry., which is being built from Glenwood north to the White Earth reservation.

Empire, Minn., June 8—The weather is fine. Grain looks quite fair and the farmers expect the best crop they have had for many years past. The market is fair and a little grain is moving, altho the farmers have sold nearly all of their grain and the buying will be quite dull for a while.—F. T. Lapitz.

Duluth, Minn.—It is rumored that 3 eltrs. are to be erected at Rices Point: the Eastern Eltr. Co., a working house and tank storage which will cost \$225,000 and have a capacity of 1,000,000 bus.; the Pioneer Eltr. Co., a steel eltr. at a cost of \$250,000 with a capacity of 1,000,000 bus., and McCarthy Bros. & Co. a steel eltr. at a cost of 275,000 with a capacity of 1,500,000 bus.

MISSOURI.

Diamond, Mo.—The eltr. for the Brand-Dunwoody Milling Co. is being erected.

St. Louis, Mo.—The Thos. P. Lahey Grain Co. incorporated, \$10,000 capital. Incorporators, A. F. McIntire, Amy B. McIntire and Thos. P. Lahey.

Read decision under Missouri landlords' lien law in "Suits and Decisions," this number.

Kansas City, Mo.—All the eltrs. with the exception of 2 or 3 are partially under water.

Forestgreen, Mo.—John H. Wayland & Co. are installing 500-bu. hopper scales in their eltrs. at Lewis Mill and Forestgreen.

Kansas City, Mo.—The Merchants Eltr., leased by Hall & Robinson, burned May 28 with about 12,000 bus. of wheat. Loss, \$22,000, insurance, \$18,000.

Jefferson City, Mo.—The Railroad & Warehouse Commissioners will prepare a schedule of freight rates under the authority granted by the last legislature.

Kansas City, Mo.—Geo. E. Thayer, a member of the Board of Trade for 15 years, died June 1. Mr. Thayer was the pres. of the Thayer Commission Co.

St. Louis, Mo.—The water was up to the bin floor of the Burlington eltr. June 9 and a leg of one of the eltrs. at East St. Louis was carried away in the flood.

Kansas City, Mo.—The contract for plans for the new Missouri Pacific eltr. has been let to John S. Metcalf Co. It will include a working house of 250,000 bus. and fireproof storage tanks for 750,000 bus.

Kansas City, Mo.—L. A. Fuller has been appointed mgr. of the branch house

of Chas. Counselman & Co., of Chicago, to succeed M. S. Grier, and will have charge of the Rock Island eltr. at Armourdale. Mr. Fuller has been connected with the firm for a number of years.

Kansas City, Mo.—Hundreds of cars on the tracks which are loaded with grain are flooded and the grain in them ruined, the water coming up to within 8 inches of the roofs of the cars. Some of the grain in the Exchange eltr., operated by the Harroun Commission Co., was soaked.

Columbia, Mo., June 3.—May has been unfavorable for the planting and cultivation of crops. During the first part of the month the southwest section of the state suffered most from excess of rain, where in a great many neighborhoods farmers were kept out of the fields for two or three weeks. During the past few days the rainfall has been greatest in the northwest section and a great deal of damage has been caused by overflow, by grain lodging and hillsides washing. The average condition of crops on June 1 was as follows: Corn.—For the past five years the average per cent of the whole crop planted on June 1 was 92. On June 1 this year only 82 per cent of the crop was planted, and on account of the recent floods washing out considerable and overflowing the bottoms, and other fields failing to germinate, a considerable portion must be planted again, which would place the actual amount planted that will stand at or below 75 per cent of the whole crop. Considerable of the corn that is up has been cultivated and is doing fairly well, but some of it is getting weedy and unless it can be cultivated soon will greatly deteriorate. The average condition of what is planted is, for the state 74. On June 1, 1898, the condition of corn was only 68, which was six points below condition this year and the final yield that year was 31 bus. per acre, which is a very good crop. People should not get alarmed yet about the corn crop, for with a favorable season from now on an abundant crop may be produced. Medium early and early varieties planted in June will probably make good yields of good feeding corn. Kafir corn, sorghum, cowpeas will take the place of corn in feeding, and the farmers may be expected to take advantage of these opportunities. The wheat crop has been greatly injured by too much rain. Several correspondents report damage from hessian fly, considerable loss from overflow, putting the present condition at only 69 compared with 85 one month ago. The present condition is 13 points below the average for the past 5 years. The highest condition for the past five years was in 1902, when it was 92 and the final yield was 20 bus. per acre. The lowest condition for same period was June 1, 1899, when it was only 57, and the final yield that year was only 9 bus. per acre. The condition of oats is 81, which is only one point below the 5-year average. A very light acreage was sown this year.—G. B. Ellis, Secy. Missouri State Board of Agriculture.

NEBRASKA.

Waterbury, Neb.—The Thorp Grain Co. has bot the eltr. of T. H. Rix.

Louisville, Neb.—C. A. Richie has installed a grain cleaner in his eltr.

Smithfield, Neb.—Milmine, Bodman & Co. will repair and improve their eltr.

Syracuse, Neb., June 3—I would feel

lost without the Journal.—John Ridgway, agt. Duff Grain Co.

Waco, Neb.—J. A. Gilbert is installing a Howe Gasoline Engine and will soon add a 4-roller feed grinder.

Smithfield, Neb.—J. French will repair his eltr. and install a gasoline engine to replace horse power now in use.

Oakland, Neb.—The Holmquist Grain & Lumber Co. has contemplated building a terminal eltr., but has not selected a site.

Superior, Neb.—The Nye-Schneider-Fowler Co. will install machinery for grinding and shipping grain and mill-stuffs.

Fairfield, Neb.—Otis Smith, mgr. of the Smith Grain Co., expects to remove to Aurora, where he will take charge of another eltr.

Schuyler, Neb.—Wells, Abbott & Nieman Co. will increase its steel storage capacity by 75,000 bus. and will install 3 Hall Grain Distributors.

Beatrice, Neb.—The eltr. of the Local Grain Co. was damaged by fire May 26 to the extent of \$2,500. About 2,000 bus. of grain was ruined by smoke and water. Loss covered by insurance.

Lincoln, Neb.—The Lincoln Mill Co. has asked the city council for permission to use a few feet of the street for use in constructing an eltr. If permission is not given the company will erect temporary steel bins.

Smithfield, Neb., June 4—Prospect for wheat is fine in this locality. Corn is slow to start on account of cool, wet weather. Rye is heading out; not very many oats sown this spring.—Agt. Milmine, Bodman & Co.

Auburn, Neb.—L. L. Coryell has bot the grain business of Mrs. John Hastie and leased a site for an eltr. on the M. P. Ry. The eltr., 24x36 feet, will be completed as soon as possible. He has also purchased land on which he will build a mill. Mr. Coryell has eltrs at Howe, Glenrock and Brock.

The annual meeting of the Nebraska Grain Dealers Asso. will be held June 10 and 11 at the Lindell hotel, Lincoln, Neb. The first session will begin at 2 p. m. Wednesday. A large attendance is desired, as new officers will be elected, and full reports will be made by the legislative and other committees.

NEW ENGLAND.

Boston, Mass.—Geo. S. Jackson, grain commission merchant, is dead.

NEW YORK.

Gibson, N. Y.—J. W. Woodruff, of Albany, is erecting a 40,000-bu. eltr. on the Erie R. R.

Buffalo, N. Y.—The Spencer Kellogg Co. will build, at a cost of \$80,000, a 5-story linseed oil mill.

New York.—A squeeze of May wheat shorts on the Produce Exchange gave that future a 4-cent bulge on the last day of trading.

Albany, N. Y.—May was the driest month in 75 years according to records of the weather bureau. The rainfall since Jan. 1 has been 5.51 inches short of the average.

Buffalo, N. Y.—The grain damaged in the Diamond Mills fire has been sold to Paddock, Hodge & Co., of Toledo, for \$600 and the feed has been sold for \$905 to L. Pfohl & Son, of Buffalo.

Buffalo, N. Y.—Owners of eltrs. have united in a vigorous protest against the increase in the assessment on their property. Owners of old-style wooden houses are hit hard by the increase of 25 to 50 per cent.

The 16 Republican senators of New York, who have issued a manifesto against the enlargement of the Erie Canal, may succeed in gaining the votes of country constituents and the contempt of progressive citizens.

Buffalo, N. Y.—Members of the Merchants Exchange are gratified with the appointment of C. H. Keep, who was secretary of the Exchange for 3 years, to the position of first assistant secretary of the United States Treasury.

New York.—The insurance feature attached to membership in the Produce Exchange which has proved such an incubus in late years will be dropped if present plans are carried out. It is proposed to transfer the insurance fund to the Metropolitan Life Insurance Co.

Ithaca, N. Y., June 2.—Beneficial rains in extreme west, southwest and parts of southeast, but severe drought continues elsewhere; no rain in some sections in 50 days. Hay very light, almost a failure; seeds not germinating. Poor stands of corn and oats; wheat and rye rapidly declining.—Government Report.

New York.—The railroads, which since 1878 have guaranteed shortages when in excess of 12 bus. per 1,000, have given notice that the guarantee will be discontinued on unmerchantable grain. The roads are not united in the matter, and the committee of trade and transportation of the Produce Exchange hopes to have the guarantee continued by all.

BUFFALO LETTER.

The proposition to build the eltr. of the new Washburn-Crosby mill of tile is attracting much attention, especially as steel had about become the accepted material here.

The lake eltrs. are about full and should the movement by lake increase very much there would soon be a blockade. This is not expected, tho, as nothing of the sort has ever happened in mid-summer.

Some changes have been made of late in the grain rules of the Merchants' Exchange and the whole will be published together in a few days. It is understood that nothing very radical has been undertaken.

Grain by rail is coming in faster than formerly and Chief Inspector Shanahan

finds the condition of most of it, especially corn, much better than it was. Rail receipts are now often as high as 70 cars a day.

Option trading is very light again, the speculators not liking the condition of the market. There are reports of the clearing house not paying expenses and altogether not a very promising outlook for the business.

Delinquent firms posted on 'Change are not so numerous as formerly. Lately the firm of E. R. Ulrich & Sons, Springfield, Ill., settled with Pratt & Co., for refusing which they were proceeded against, and have been reinstated. Five firms remain on the prohibited list.

Car shortage is increasing steadily and the outlook for the fall trade is not so promising as it might be on that account, as the lack of transportation facilities will be very great by that time at this rate. The canal is doing all the business that the small fleet is able to, but it is not able to handle the surplus grain by considerable.

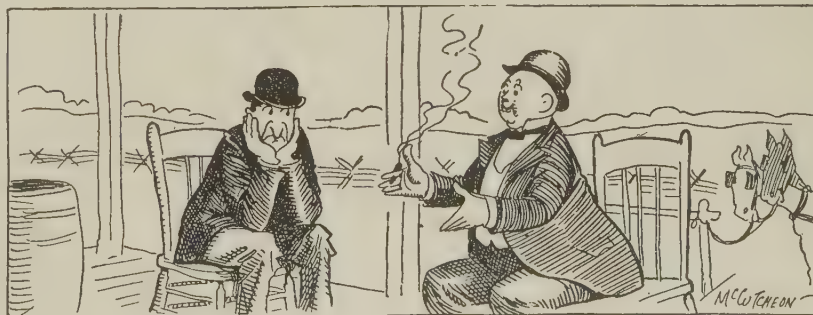
The grain interests held a meeting on June 5 to take up the question of option trading, very little of which has been done of late. It was agreed to proceed and some good promises of activity were made. A committee was appointed to furnish the members the opening and closing market daily, so that it could be distributed to customers with the least difficulty.

Churchill & Co. are getting the insurance on their burned corn mill and will soon have the figures on the transfer eltr. It will then be settled whether to rebuild the mill. It is quite possible that the eltr. will not be replaced, as the iron eltr. was not burned and is able to take care of the car transfer business very well. It is probable that the insurance will pay more than \$100,000 on the fire loss.

The trustees of the Merchants' Exchange have given notice that till there are enough regular eltrs. under the rules adopted to inaugurate and facilitate grain trading, any eltr. with Buffalo Creek railway connection, member of the Western Elevating Asso., the Iron Eltr. and the Nickel Plate transfer will be considered regular, provided that the grain complies will all the rules of inspection and is graded in 3 days for corn and 10 days for other grain.

The reports of mismanagement of the affairs of the late M. L. Crittenden by a city attorney, made a short time ago, by which a great part of the money had been lost, have been dropped without any in-

No. 3.



Mr. Blue—"If we do have Good Prospects this year, it'll Probably Frost some time in September and Spoil it All."
Mr. Gladd—"I remember one year we had a Killing Frost in September, but I

Fed my Soft Corn to my Hogs, and in that way I Realized Seventy cents a Bushel for All of it."—Chicago Record-Herald.

vestigation, so that it is inferred that there was nothing to them. Mr. Crittenden controlled the Eldad Milling Co., since his death reorganized under his name. His son-in-law, George C. Sweet, has taken charge of affairs and has applied for membership in the Merchants' Exchange. At present the business is confined mostly to clipping oats.

The difficulty between the Lake Shore and Nickel Plate car transfers and the weighing department of the Exchange for car grain continues and the result is that there are no official car weights going out from here. This is not favorable to this market and is not liked by the local dealers, who held a meeting June 3 and appointed a committee from the members of the Exchange grain and inspection committees to confer with the two roads on the subject. It is held that the roads are asking too much in demanding a guaranty of weights by the Exchange. There is also a difference over charges for the work.—J. C.

NORTH AND SOUTH DAKOTA

Sharon, N. D.—The Sharon Milling Co. will equip its new eltr. with an Evans Wagon Dump.

Scotland, S. D.—M. King is making extensive improvements on the eltr. which he recently bot from C. M. Maxwell.

Elkton, S. D.—The Ward & Cadwell Co. has closed its eltr. for the present. The firm will build another eltr. before fall.

Page, N. D.—The Page Farmers' Eltr. Co. incorporated, \$10,000 capital. B. C. Rose, W. J. Thompson, J. T. Flack and others directors.

Tracy, Minn.—South Dakota crop prospects are very fine. Prospects improving in southern Minnesota and corn planting about finished.—J. W. Strohm.

Burbank, S. D., June 6.—Business is dull on account of muddy roads. Crops are doing well under existing conditions caused by rain.—W. A. Martin.

Burbank, S. D.—O. L. Longmyre has succeeded W. A. Martin as agt. for the McCaull-Webster Eltr. Co. Mr. Martin will represent the Crill Grain Co.

Hitchcock, S. D.—The eltr. of the Atlas Eltr. Co. is to be built by the Barnett & Record Co. and will be equipped with Fairbanks Standard Scales and Evans Wagon Dump.

Sioux Falls, S. D.—J. M. Siberz will close his office here for an indefinite period, but probably until about Aug. 15. Mr. Siberz is a member of the firm of Siberz Bros., with eltrs. at Ethan, Tulare and Bonilla.

Woonsocket, S. D.—The Postum Cereal Co., of Battle Creek, Mich., has bot a tract of land near this city and C. W. Post, pres. of the company, has offered to subscribe from \$5,000 to \$50,000 to start a manufacturing plant here if the city will raise an equal amount.

Bismarck, N. D., June 2.—Crops in excellent condition and growing fast. Early wheat covers the ground; oats, rye and barley doing well. Flax seeding nearing completion; corn planting still in progress, some has rotted and will have to be replanted.—Government Report.

Sioux Falls, S. D.—Henry Stegald has been acquitted of the murder of Frank Bowen at Benclaire Feb. 27. It was shown at the trial that Mr. Bowen, who was a large man, had threatened the life of Mr.

Stegald, who is much smaller and of a very nervous temperament. The jury found Mr. Stegald was insane when the act was committed.

Grand Forks, N. D.—The East Grand Forks Transportation Co. has bot from the Minneapolis & Northern Eltr. Co. the Great Northern steamboat, Grand Forks, 6 barges and the 6 warehouses and hoisting eltrs. The Grand Forks has been operated by the Great Northern Ry. Co. for 10 years on the Red and Red Lake rivers, collecting grain from the farmers, who otherwise wud have to haul their grain from 12 to 40 miles.

Jamestown, N. D.—The Occident Eltr. Co. has been organized with \$50,000 capital, to establish a line of eltrs. as feeders for the Russell-Miller Milling Co. The eltrs. of the milling company at Cleveland, Melville and Jamestown have been taken over and other houses will be built. Geo. S. Smith is to be general mgr. and will have charge of the eltr. here, W. B. Grobe will have charge at Cleveland and Mr. Leonard at Melville. The officers of the new company are: E. P. Wells, of Jamestown, pres., and H. S. Helm, of Minneapolis, secy. and treas.

NORTHWEST.

Bozeman, Mont.—The Bozeman Milling Co. will erect a 100,000-bu. eltr. and a 350-barrel mill.

OHIO.

Springfield, O.—L. H. Johnson will build a grain warehouse.

Waynesville, O.—H. C. Little, of Xenia, has bot out C. R. Funston.

Richwood, O., June 4—Crops look fine, acreage good.—J. B. Miller.

Cable, O., June 4—Everything is looking fine except hay.—W. Hardman.

Medina, O.—W. A. Finch has bot the interest of S. J. Swain in the grain business.

Cincinnati, O.—Gale Bros. are preparing plans for a 75,000-bu. cleaning and transfer eltr.

Bellevue, O., June 4—General condition of crops good, wheat will be a little short.—W. H. Gardner.

Xenia, O., June 4—General condition of crops is good but wheat is a little backward.—H. C. Little.

Ridgeway, O.—John Brungard will be joined by his son George in the milling business and will build an eltr.

Rossville, O., June 4—Condition of wheat fair, fly working some. Four-fifths of corn planted; prospects good.—Daniel Burns.

Blanchester, O.—The Dewey Bros. Co., incorporated; capital stock \$100,000. J. S. Dewey, pres.; C. D. Dewey, vice pres.; L. W. Dewey, secy. and treas.

New Morefield, O.—Ansted & Burk Co., of Springfield, is buying grain at this point thru Demont Stephenson, altho it has no facilities.—J. W. Yeazell.

Ansonia, O.—Howard, Feltman & Rahn have succeeded W. J. Ross & Co. The new firm is composed of J. F. Howard, J. H. Feltman and G. W. Rahn.

Columbus, O.—Jos. P. Gundy has been appointed receiver for the Franklin Eltr. & Grain Co., on application by Wm. H. Tuttle, who claims to be surety on a note for \$2,500 given by the company.

A. E. Clutter of Clutter & Long, Lima, O., passed thru Chicago last week on his way home from California and Oregon. He could not stay away from an annual meeting of the National Hay Asso.

Fletcher, O.—The eltr. of Patty & Coppock burned May 26 with about 17,000 bus. of grain, part of which had been shipped in very recently and was not insured. The fire is supposed to have started in the corn sheller. Loss about \$30,000, insurance, \$10,000.

West Milton, O., June 3—A correspondent writes that farmers claim the wheat crop will be light in that section. Some claim only about half a crop as it is very light when going thru the fields. It has the red rust in quite a great number of fields. Corn is looking fine, altho not very well advanced.

Curtice, O., May 30.—We have had some rain within the last week and crops are improving wonderfully. Prospects are good for a large corn crop. Wheat looks well and oats are improving, but will have a small crop. A small crop of barley is expected here. Early oats and barley look fairly well, but late oats are being plowed up for corn on account of being too dry.—Gordon & Dehring.

College Corners, O., June 1.—Receipts of corn and wheat have been liberal for the 2 weeks past. Corn is getting a good start and needs working badly, but the heavy rains of recent date prevent the farmer from cultivating it. Reports come in that the fly is doing considerable damage to wheat and that the grain is going down in many fields; however the farmers feel confident that they will have a good crop, and are disposed to sell.—The Reighard-Emrick Grain Co.

Columbus, O., June 4.—The official report of the Ohio Department of Agriculture gives the condition of wheat on June 1 as 89 per cent; winter barley, 86; spring barley, 79; rye, 90; oats, 73. While the wheat still gives promise of a good crop, there is a decline of 5 per cent compared with the condition reported last month. During the greater part of May the weather was extremely dry, affecting the progress of wheat. The latter part of the month rain fell in great abundance, and two destructive wind storms swept over the state which damaged slightly some grain crops. On some of the flat lands, and more especially in the southern, central and southwestern counties of the state, rust is reported on the wheat and there is some complaint of its heading out short. Very few reports of fly, and nothing, except as above, now interferes with the growth and maturing of the crop. The wheat is quite uniform over the state and with steady progression until the harvest has the making of a fair average per acre and total product for the state. The dry weather following the seeding of oats was not favorable to germination and a good start, but rains the latter part of May had a most beneficent effect and the oats crop is now looking fairly well, and if favorable weather prevails from this time until harvest, an average product per acre ought to result. Corn planting is still in active progress. Planting is very late, but the hope is entertained that with a few more favorable days an average full acreage will be put in. Owing to the delays and interruptions in plowing for, and planting corn, the crop will start uneven and irregular, but with seasonable weather a good show in growth will soon be made, although the harvest may be late.

OKLAHOMA

Shattuck, Okla.—Kramer Bros. will build an eltr. here and have let the contract to P. H. Pelkey.

Blackwell, Okla.—The Blackwell Milling & Eltr. Co. has increased its capital from \$50,000 to \$100,000.

Hobart, Okla.—Asa Kerr has sold out his grain business and does not expect to do anything in that line for the present.

Thomas, Okla.—The Thomas Milling Co. will build a line of eltrs. in Oklahoma on the Frisco and Orient Rys.—J. S. W.

Minco Sta., I. T.—Shallburg Bros. are making repairs and installing a gasoline engine in their eltr.—J. W. Corwin, Dawson.

Oolagah, I. T.—C. C. Allbritton, of Clarksville, Ark., will erect a 20,000-bu. eltr. with a daily loading capacity of 10,000 bus.

Thomas, Okla.—The Thomas Milling Co. has let the contract for the erection of a 60,000-bu. eltr. and a 250-barrel mill to the Allis-Chalmers Co.

Oklahoma, Okla.—The eltr. of the Oklahoma City Mill & Eltr. Co. was partially destroyed May 23 by a wind storm; and about 8,000 bus. of wheat were lost.

Bushyhead, I. T.—Wheat will make a full crop. Oats are looking splendid, altho seeded late. Corn is a good stand and growing fast, altho the ground is too wet to cultivate.—Wm. Major.

Hobart, Okla., May 31.—Wheat is looking fine in this new country. Wheat is out, but not much else, which goes to show that this section will make as good a wheat country as northern Oklahoma.—Asa Kerr.

PACIFIC COAST.

Stockton, Cal.—A new beetle has appeared in the wheat fields.

Portland, Wash.—The Washington Farmers' Warehouse Co. incorporated in Chelan county.

Portland, Ore.—The Farmers' Mutual Commission Co. has filed an involuntary petition in bankruptcy.

Spokane, Wash.—The Farmers' Grain Supply Co. is building a warehouse, which will be 48x100 feet. E. W. Swanson is secy. and mgr. of the company.

Nezperce, Ida.—The Kettenbach Grain Co. has taken over the grain and warehouse business of Kerr, Gifford & Co. in the Clearwater country. This will also give them an opening at Culesac.

San Francisco, Cal.—New barley, the first of the season, was received June 1. A lot of 500 sacks was sold by the Grangers Business Asso. to the Yolo Mills at \$1.10. The grain was bright but thin, weighing 31½ pounds.

San Miguel, Cal., May 25.—The late rains failed us, consequently our early expectations were not realized. Crops are fair to good on the best summer-fallowed land; winter sown is very light and will be about all made into hay.—W. A. Wilmar, agt. Southern Pacific Milling Co.

San Francisco, Cal.—Eppinger & Co. failed June 6. Assets, \$700,000, and liabilities, \$1,350,000, with nearly all creditors partially secured. It is alleged that the firm was short on a large amount of December wheat and that the failure will be one of the greatest and most far reaching that has happened in the California grain trade in years. The Nevada National Bank, of San Francisco, has filed a suit of replevin against the Pacific

Coast Warehouse Co., the corporate name of the company, to recover grain in the Port Costa warehouses, represented by hypothecated receipts. The firm is composed of Jacob Eppinger, founder; Herman Eppinger and B. Ettinger, with warehouses at Dixon, Woodland, Arbuckle, Stockton, Paso Robles and Modesto.

PENNSYLVANIA.

Kauffman, Pa.—R. M. Lehman is new in the grain business.

Wingerton, Pa.—J. N. Lehman is a new dealer in Wingerton.—C. M. Horst, Paramount, Md.

Philadelphia, Pa.—Wilkinson & Hibbits have applied for membership in the Commercial Exchange.

Salunga, Pa.—It is impossible for me to do without the Journal. Must have it.—Andrew M. Garber.

Newcastle, Pa.—W. J. Hartzel will build a 100,000-bu. cleaning and distributing eltr. Mr. Hartzel purposes to buy in the west in car lots.

Philadelphia, Pa.—The Philadelphia Car Service Asso. has adopted revised rules giving receivers 4 days instead of 2 before demurrage begins.

McKeesport, Pa.—Conrad G. Krigbaum, grain dealer, was entertained May 15 by about 50 of his friends at his home in honor of his birthday.

Philadelphia, Pa., June 6.—The eastern hay crop will be very small. Pasture is all dried up and early vegetables are a failure. A continuation of these weather conditions, of course, will cause much higher prices.—L. J. Logan & Co.

Philadelphia, Pa.—Capt. Wm. E. Cheeseman celebrated May 28 the 33rd anniversary of his appointment as official weighmaster by the Commercial Exchange. During this time Mr. Cheeseman has done thruout the city the principal outside weighing.

Philadelphia, Pa., June 2.—Recent showers, ranging from light to heavy, materially improved crop conditions and soil for plowing and seeding. Wheat fair to good and heading low; grass and meadows improving, but hay crop will be short. Corn uneven; oats small.—Government Report.

SOUTHEAST.

Danville, Va.—The Dan Valley Mills is adding a new eltr.—Booth Bros.

John Hyde, statistician of the Department of Agriculture, in his report issued June 4 gives the condition of cotton May 26 as 74.1, compared with 95.1 a year ago. This is the lowest percentage of condition ever reported at this season of the year. The condition by states was: Virginia, 72; No. Carolina, 74; So. Carolina, 76; Georgia, 75; Florida, 81; Alabama, 73, and Mississippi, 78.

SOUTHWEST.

New Orleans, La.—Exports from New Orleans during May included 407,857 bus. of corn, 1,356,114 bus. of wheat and 18,060 bus. of rye, compared with 1,111,765 bus. of wheat for May, 1902, as reported by R. McMillan, chief inspector of the New Orleans Board of Trade.

The condition of cotton in the southwestern states May 26, according to the report of John Hyde, statistician of the Department of Agriculture, in his report of June 4, was: Louisiana, 76; Texas, 70;

Arkansas, 76; Tennessee, 83; Missouri, 83; Oklahoma, 72, and Indian Territory, 76.

Crowley, La.—The growing of oats is strongly advocated by J. F. Naftel, a farmer near Crowley, who has just harvested 13 acres that were sown in October. His crop is of excellent quality, about 50 bus. to the acre. Medium grade oats are selling at 52 cents per bu., making it a profitable crop. Calves were grazed in the field during 6 weeks of the winter to keep the oats from growing rank.

TEXAS.

Justin, Tex.—The Whaley Mill & Eltr. Co., of Gainesville, will erect an eltr.

Goldthwaite, Tex.—The 6,000-bu. eltr. of the Brownwood Mill & Eltr. Co. is completed.

San Marcos, Tex.—Stevens & Taylor, wholesale grain dealers, will add a line of groceries.

San Marcos, Tex.—Lake & Griffin, wholesale grain dealers, contemplate the erection of an eltr. this summer.

Aubrey, Tex., June 5.—Harvesting is under full headway and the weather is propitious so far.—Aubrey Roller Mills.

Gainesville, Tex.—The new eltr. of the Richardson Co. will have large capacity legs and be equipped with 2 Evans Waggon Dumps.

Aubrey, Tex.—The Aubrey Grain & Eltr. Co. has leased 20,000-bu. capacity from the Aubrey Roller Mills; otherwise it has no facilities.

Aubrey, Tex.—Newt Henderson, Ratchford & Mountain and J. A. Rhods have no facilities for doing a regular business and some of the merchants are trying to do an irregular business.

Weatherford, Tex., June 1.—We have had fine rains which will no doubt materially affect the oat crop by making spring oats fill out, and also greatly benefit the corn crop.—H. B. Dorsey.

Trenton, Tex., May 28.—Wheat will be ready to harvest here in about a week. The acreage is about the same as last year, with a prospect of a fair crop.—John Donaghey, of Hendricks, Donaghey & Hill.

McGregor, Tex., June 5.—First car of new oats was shipped from McGregor today by O. P. Lawson. New crop will begin to move generally in about 10 days. Fall oats good; spring oats not so good. Wheat is about an average. Corn is at least a month late, and a very poor stand.—E. W. Crouch.

Galveston, Tex.—The exports for the 9 months prior to June 1 were, 10,988,296 bus. of wheat, 4,405,351 bus. of corn and 12,064 bus. of rye; compared with 4,453,405 bus. of wheat and no corn or rye for the corresponding period of 1901-2, as reported by C. McD. Robinson, chief inspector of the Galveston Board of Trade.

Austin, Tex.—John T. Marchand, special agent of the Interstate Commerce Commission, and W. P. Trickett, of the Kansas City Transportation Bureau, held a consultation May 29 with the Texas Railroad Commissioners, who supplied them with evidence regarding unlawful discrimination by the Rock Island and the Santa Fe roads in favor of certain grain firms in north Texas.

Fort Worth, Tex.—On complaint of E. F. Duggan, grain dealer at Dallas, the Texas Railroad Commission on May 28

ordered the Chicago, Rock Island & Pacific Railroad to cancel all proportional tariffs on grain; to stop the practice of allowing or permitting export grain to be unloaded in the elevator of the J. Rosenbaum Grain Co. at Fort Worth for any purpose, but that all grain moving on export billing and at export rates shall be delivered by the railway company to its connections in the same cars in which it moves over the rails of said railway and with seals unbroken; or if transfer is made, that the same be done by the Rock Island; to cancel all contracts to pay money to the J. Rosenbaum Grain Co.; and to cancel all orders or contracts as heretofore made by it with Rosenbaum Grain Co., waiving demurrage charges.

New members who have joined the Texas Grain Dealers Asso., during and since the meeting at Houston, are: W. U. Baker, Rio Vista, Tex.; N. T. Hughes, Meridian, Tex.; J. A. Willis, Venus, Tex.; Humphreys, Goodwin & Co., Houston, Tex.; Bert K. Smith, Houston; Van A. Webster, San Antonio, Tex., and The Empire Grain Co. of Ft. Worth, Tex.

TEXAS LETTER.

The recent rains have been very beneficial to the corn and late oats; and corn is now about to standard for this time of year. The rain was especially needed in north and central Texas and it is now that that prospects are good for corn.

What the final outcome of all the stewing about rates and car troubles is going to be no one seems to be in position to know, but some warm developments are looked for from both the Interstate Commerce Commission and the Texas Railroad Commission, as both seem to mean business.

The Texas Millers Association held their annual meeting at Sherman on May 26. President Gibbs, of the Texas Grain Dealers Assn., was present and made an address on the wheat and grain prospects for the coming season. J. P. Harrison also made an address on the subject of Texas representation at the St. Louis World's Fair.

Grain dealers are having a lively time in this section of the country about rates. The Interstate Commerce Commission will hold a meeting at Chicago on June 19 on the subject of interstate grain rates to Texas points. The Commission has employed Sam H. Cowan at Ft. Worth to investigate the situation in Texas and make a report at this meeting. Mr. Cowan is now in Washington conferring with the Commission on the matter.

Reports of the harvest are very encouraging and in many sections the winter oats are said to be yielding as high as 100 bus. to the acre and wheat is doing remarkably well. Threshing probably will commence this week and it is very likely that grain will commence to move in the early part of next week. Up to June 5 no new crop is on the market. All grain is commanding very stiff prices and the feed market can hardly be supplied. Every grade of feed has gone up in price by leaps and bounds. What effect the new crop will have on prices is problematical. Corn is now quoted at 63 and chop at \$1.30, with the demand far in excess of the supply. Oats is very firm with good demand.—J. S. W.

WISCONSIN.

Why not join the Wis. Grain Shippers Asso.?

Bigfalls, Wis.—Wm. F. Geske has succeeded J. N. Dahle.

Superior, Wis.—Nye, Jenks & Co. will hereafter operate the Omaha Eltr. as a private house.

Milwaukee, Wis.—The new feed mixing eltr. of Chapin & Co. has been finished by Fred Grotenrath and is ready to run.

Milwaukee, Wis.—The Milwaukee Malt Co. has let the contract to Fred Grotenrath for installing a 30-foot belt conveyor.

Milwaukee, Wis.—The Angus Smith Eltr. Co. will build a marine grain eltr. attachment tower to eltr. A, which will cost \$9,000.

Darien, Wis.—J. B. John & Son will have their east eltr. moved to the west side of the main eltr. and the buildings will be repaired and painted.

A large quantity of beans is raised in Wisconsin; the principal localities where large crops are raised are in Green Lake county and in parts of Waushara and Wapaca counties.

Milwaukee, Wis.—Should the Chamber of Commerce at any time desire to stop the trade in puts and calls it is said it can be done under the bucket-shop law enacted by the last legislature.

Join the state asso. and help to provide the funds needed to enable it to do the work you need done. Do not hang back and wait for the others to make it a success, but give it your help and your determination that it shall be a credit to the grain trade of the state.

Madison, Wis.—The legislature has passed the bill requiring public warehousemen to maintain an office in the city in which the eltr. is situated and to keep records of all receipts issued on grain stored, which records shall be open to the inspection of any one having grain in store.

Milwaukee, Wis.—The members of the Chamber of Commerce are heartily in favor of Chas. R. Lull's plan to form a protective asso. to check the growing practice of defaulting on feed contracts. A secretary will be employed to keep a list of feed buyers who do not accept the stuff when the market goes against them.

Milwaukee, Wis.—Judge Seamon on May 27, permanently enjoined the Hadden-Rodee Co., Ebenezer Hadden, F. L. Rodee, E. J. Bradbury, the Cream City Commission Co., W. J. Cary, Joseph F. Cooke, A. L. Cary, Fred W. Upham and the Wisconsin Grain Co. from receiving, acquiring or selling any of the continuous quotations of the Chicago Board of Trade without special arrangement.

Superior, Wis.—The Omaha Railroad has applied for an injunction to restrain the assessment of taxes on the Itasca Eltr. by the county. The company claims that the eltr. is a part of the actual working property and as such its taxation is under the gross earnings tax law of the state; that if the county was permitted to collect the tax imposed the company would be compelled to pay twice.

La Crosse, Wis.—J. L. Van Wormer, who was charged with having embezzled \$11,000 from his Chicago correspondents, Finley Barrell & Co., has been found not guilty. He owes the money to his customers. Evidence showed that Van Wormer classified the orders of his customers into 2 kinds. Those that he judged were winners were telegraphed to Chicago to be executed; others he marked with a cross as instructions to the operator to

hold them out, Van Wormer assuming the risk, the same as a bucket-shop operator. This continued for several months until the operator wrote the firm what Van Wormer was doing.

Grain Dealers' Meetings.

Meetings of grain dealers continue to occur with remarkable frequency. Today and tomorrow the Indiana Grain Dealers' Asso. holds its midsummer meeting at Indianapolis.

The Nebraska Asso. has appropriated the same dates for its annual meeting at Lincoln.

The Miami Valley Grain Dealers' Asso. at Dayton, O., June 15.

A meeting of Michigan grain dealers will be held at Battle Creek June 25th for the purpose of organizing a state asso.

The annual meeting of the South Minn. and South Dakota Asso. will be held in Minneapolis July 15th.

A meeting of the Wisconsin Grain Shippers' Asso. will be held in Milwaukee the last of July.

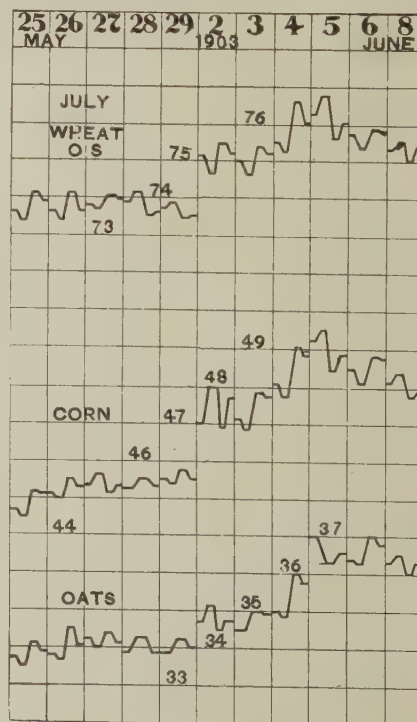
The Northwest Grain Dealers' Asso. will hold its annual meeting at Winnipeg the latter part of July.

The Grain Shippers' Club is holding frequent meetings in different markets from which grain is shipped to the Southeast, and no doubt will hold a general meeting as soon as it gets in working order.

The Grain Dealers' National Asso. will hold its annual meeting early in October as heretofore. The location has not yet been selected. If the Minneapolis dealers go after it in earnest they will surely secure it.

Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the July delivery at Chicago for two weeks prior to June 9 are given on the chart herewith.



ANNUAL REPORT of the Buffalo Merchants Exchange, including statistics of the trade and commerce of Buffalo, has just been issued by F. Howard Mason, secretary. The statistics of grain movement by lake, rail and canal are especially complete. A synopsis of a report by John D. Shanahan, chief grain inspector, shows 18,997 cars inspected on track and 10,649,000 bus. into elevators; against 26,260 cars on track and 15,195,000 bus. into elevators, during 1901. The statement of Junius S. Smith, lake weighmaster, shows the average shortage and overage on cargoes to have been 16 pounds per 1,000 bus.; compared with 14 and 13 for the two years preceding.

Grain Carriers

Lake rates on corn Chicago to Buffalo are $1\frac{1}{4}$ cents.

The strike of freight handlers at Kansas City was forgotten when the flood came.

A. B. Stickney has bot the Des Moines & Southern, and construction will continue.

Lakes & St. Lawrence Transportation Co. The second of these boats, the Geo. C. Howe, was launched on the same day at Chicago.

The Union Pacific Railroad filed its answer May 22 to the order of the Interstate Commerce Commission, denying alleged rebates to the Midland Elevator Co., at Kansas City, and the Omaha Elevator Co., at Council Bluffs. The railroad admits an agreement with both companies by which it pays $1\frac{1}{4}$ cents per 100 pounds for receiving, transferring and handling all grain which passes thru those elevators. The Union Pacific says that these elevators are absolutely necessary to the economical and profitable handling of its

to unjust discrimination in favor of the Peavey Co.; that it enables the latter to obtain transportation of their grain at net rates or charges less than the regular tariffs.

Byron J. and Lucien S. Strough, dealers in grain and hay at Lafargeville, N. Y., have brot suit against the New York Central Railroad to recover \$2,040 damages for failure to furnish cars in which to ship. During October, November and December the firm had large quantities of grain and hay to ship to New York, Boston and eastern markets, yet the railroad company refused to furnish cars. The first month of the new year brot them a good supply of cars and also an increase in freight rates of from 3 to 4 cents per 100 pounds. Judgment is asked for the difference paid in freight and the sum they would have paid had cars been supplied during the 3 months they were unable to obtain cars. In its answer the railroad company made a general denial, and alleged that cars could not be secured.

Can Fill Track Sales from Other Station.

As track bidders when making offers always expect the grain to be shipped from the station named the question arises whether the shipper can apply on the contract grain originating at another station. All other conditions being the same it seems just that the shipper should have this privilege; and this is the view taken by the trade rules committee of the Grain Dealers National Asso. on the question:

Has a shipper of grain operating one or more elevators the right to apply grain sold f. o. b. his station, from another station taking the same freight rate, and enjoying the same privileges as to rebilling, etc., as does the station from which the grain was originally sold, providing that said grain is billed out within the contract time?

The opinion of the majority of the trade rules committee is that the seller has the right to apply grain as specified in the foregoing, and the purchaser should accept the grain in full satisfaction of contract, providing, of course, that the grain grades and fills all other requirements of the contract, save the point in question, namely: the point of origin.

The American Cereal Co. has declared its regular quarterly dividend of 3 per cent, payable May 30.



Officers of Oklahoma Association at El Reno, May 19, 1903.

The Missouri, Kansas & Oklahoma has opened its branch from Wybark, I. T., to Tulsa, I. T.

Contract has been let for construction of the Ohio River & Columbus Railroad from Aberdeen to Sardinia, O.

The Bismarck, Washburn & Great Falls has let the contract for an extension 13 mi. north from Washburn, N. D.

Work is to begin soon on the 70 miles of road of the Quincy & Western Railroad connecting Quincy with Beardstown, Ill.

The lake freight outlook is not flattering to vessel owners. Grain is not accumulating at any port, and a reduction of the 85-cent ore rate is feared.

The Great Northern Railway of Canada has leased the Chateaugay & Northern and the Montreal Terminal Railway, giving a connection from Montreal to the main line at Joliette.

American railroads received in 1900 an average of 0.43 cent per ton mile, while the German state railroad received 0.86 cent per ton mile, exactly twice as much. For lake and rail transportation similar to that from Chicago to New York the charge is four times as much in Germany.

The clearing of the new steamer J. S. Keefe with 72,000 bus. of grain from Duluth for Quebec, May 28, marks a departure in grain transportation, as it is the first of a line of 4 boats to be run regularly between the 2 ports by the Great

lake business, and that instead of building and operating the elevators it arranged with the representatives of the Peavey Co. to construct and operate them and furnish the necessary facilities for handling all grain shipped over and consigned to the Union Pacific lines. The road denies that the allowance so paid is excessive or greater than similar charges generally imposed for like services; that it subjects other grain shippers



Grain Dealers at El Reno, Okla., May 19, 1903.

Grain Dealers National Association.

Its Objects and Purposes.

By Geo. A. Wells, Sec'y Iowa Grain Dealers' Association.

The Grain Dealers National Association has during the past two years been increasing its membership and is beginning to assume financial strength sufficient to warrant more executive action on the part of its officers. The Secretary has, I believe, accomplished all that might be expected with the assistance and funds at his command, but as yet, with the exception of the Secretary and the Arbitration Committee, the different committees and executive officers have so far as I am aware of been absolutely inactive.

While the constitution of the National Association recites in a general way the objects and purposes, yet the practical work done has not developed and outlined the methods and application of the objects and purposes, and no system of routine work has apparently been established.

It would seem to me that the next Annual Meeting should place the Association on a broader working basis and the objects and purposes be more definitely outlined.

It is true that the Association has established an arbitration feature and has done some good work in two or three terminal markets, but this is not a beginning of what the Grain Dealers National Association should assume to do when it becomes properly organized and financed.

The State Associations are giving good support, but the membership should still

be increased among the dealers at terminal markets.

The great necessity of Grain Dealers Associations is to smooth the rough places in the channels of trade and to provide against friction that causes loss and waste.

There is not a single terminal grain market in this country but what needs improvement in methods and better facilities for the protection of country shippers.

The buyers of grain for consumption in the South and East need organizing and better methods established in conducting business with them.

Shippers are not as fully protected by railway companies as they ought to be in the matter of car seals and providing proper equipment for the handling of the grain business of the country.

National legislation needs attention by the Grain Dealers National Association. No single Board of Trade can effect the influence that might be developed by the National Association if its membership included a large part of the grain dealers of the country, viz., the country shippers, the commission merchant at terminal markets and the local dealers who sell to consumers in the South and East.

The requirements demand a big organization with strong, broad men as officers. Men who can view the whole proposition and act intelligently, judiciously and impartially.

Has any one heard of anything the trade rules committee have done this year?

I notice different members of the trade are continually asking about some point of difference in the columns of the grain trade journals. It would seem to me that these matters should find their way to the

trade rules committee for a decision, and that committee should be prepared to offer such changes in the present trade rules at the next Annual Meeting as will meet the requirements of the trade; that they should also make their rules conform to the different decisions of the Arbitration Committee. They should take up this work continually and not wait until they attend the meeting and be obliged to act hastily.

There is a broad field of work to prepare trade rules applicable to the entire grain trade of the country, and I believe it is practical and that such rules if adopted by the different local and state associations would prevent much friction.

Broom corn exports for the 9 months prior to Apr. 1 were valued at \$169,000; compared with \$212,000 for the same period of 1901-2 and \$92,000 for 1900-1.

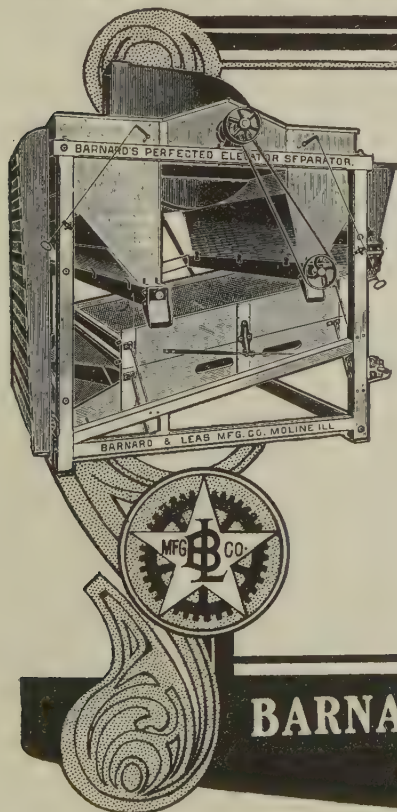
A preferential protective tariff with reductions favoring imports from Canada and other colonies is favored by Chamberlain, England's influential colonial secretary.

New York turned down a shipment of wheat from Toledo via Buffalo, and the Toledo shippers will try to get some of the Chicago money by loading a cargo for that market.

The French minister of agriculture, in replying to a deputation of officials May 16, said the price of wheat did not justify a reduction in the import duty on foreign wheat.

Gasoline drunkenness is a new crime introduced by Philadelphia youths who enjoy inhaling the fumes and thereby lose consciousness.

MODERN SEPARATORS



Barnard's Perfected Separators are up-to-date in every particular.

Not only this, but their superiority has been proven by many years of service.

They are unequalled for close separations, economy in operation and durability.

They not only clean the grain thoroughly, but they save the screenings for feed, thus adding a source of income to your elevator.

It will pay you to investigate their merits.

BARNARD & LEAS MFG. CO. MOLINE, ILL.

Builders of Elevators and Elevator Machinery

Seeds

The Carney Seed Co. has been organized at Dayton, O., to deal in farm seeds and machinery.

Replanting of fields damaged by wet weather, especially in the valleys, created a late demand for seed.

M. B. Sherwood, dealer in seeds and farm implements at Brashear, Mo., has moved into better quarters.

A. Bridgeman of New York, N. Y., at one time active in the seed trade, died recently at an advanced age.

Edson Potter of Greensburg, Ind., has applied for letters patent on a device to separate buckhorn seed from clover seed.

The warehouses of the Iowa Seed Co., Des Moines, Ia., were filled with water to the depth of 4 feet during the recent flood. Fortunately all the goods had been moved to the floor above.

The condition of clover June 1, as reported by the Ohio Department of Agriculture, was 76 per cent of an average, and of timothy, 73 per cent of an average, while the damage by grub worm is 3 per cent.

The average condition of the meadows

of Missouri on June 1, reports G. B. Ellis, secy. of the Missouri State Board of Agriculture, was 6 points above the 5-year average, altho weedy in some places; and 14 points above the condition of 1 year ago.

Chicago received during the week ending June 6, 233,000 pounds of timothy seed, 110,000 pounds of other grass seed and 20,000 bus. of flaxseed; compared with 8,000 pounds of timothy seed, 30,000 pounds of clover seed, 111,000 pounds of other grass seed and 158,000 bus. of flaxseed for the corresponding week of 1902.

Red top seed was formerly sold wholly in the chaff at 14 pounds to the bu., which contained 5 to 7 pounds of clean seed. Of late years the "clean," "heavy" or "fancy" seed is sold almost exclusively. For this there is no standard weight per bu., and it is sold by the pound. Weight about 40 lbs. to the measured bu.—Whitney-Eckstein Seed Co.

Seed shipments from Chicago for the week ending June 6 were, 107,000 pounds of timothy seed, 4,000 pounds of clover seed and 254,000 pounds of other grass seed; compared with 35,000 pounds of timothy seed, 40,000 pounds of clover seed, 58,000 pounds of other grass seed and 14,000 bus. of flaxseed, for the corresponding week of last year.

Exports of seeds for the 10 months prior to May 1, as reported by O. P.

Austin, chief of the bureau of statistics, were: 1,544,000 pounds of clover seed, 3,907,509 bus. of flaxseed, 17,723,620 pounds of timothy seed and other grass seed valued at \$574,000; compared with 7,100,000 pounds of clover seed, 3,874,000 bus. of flaxseed, 5,684,000 pounds of timothy seed and other grass seed valued at \$297,000, for the corresponding period of 1901-2.

Supply Trade

The Hall Distributor Co., of Omaha, Neb., has recently received some good orders from elevator builders.

Some old concerns take the position that, having a sufficiently large number of old customers to give them all the business they want, it is useless to advertise. That is another mistake, for what manufacturer owns his customers? How many can make a list of a dozen and say, "These will buy only of me?"—Printer's Ink.

The Grain Dealers National Mutual Fire Insurance Co., of Indianapolis, Ind., is distributing to grain dealers a valuable perpetual calendar pad, to be kept on the desk or in the pigeon hole. Besides ample space for making memoranda each sheet has a few lines at the foot giving good advice on how to avoid fire loss. Recipients of the calendar will be kept supplied every six months with fresh pads.

Trade-marks are treated briefly from the advertiser's viewpoint in a booklet carefully prepared by Luther L. Miller, attorney in trade-mark and patent law, Chicago. The principles of law governing marks are fully explained, and sound advice is given on the selection of a mark. No one desiring the protection of the law for his products should be without a copy of this booklet, which was gotten up primarily for Mr. Miller's clients, but will be sent gratis to any reader of the Journal upon application.

The Hall Distributor Co., of Omaha, Neb., sold during May the following: Three 7-in.-8, one 8-in.-10, one 7-in.-12-duct distributors to the Weller Mfg. Co.; two 6-in.-12-duct distributors to the Globe Mach. & Supply Co.; four 6-in.-8-duct distributors to the Barnard & Leas Mfg. Co.; one 7-in.-8-duct distributor to the Case Mfg. Co.; Wm. Southall & Sons, Irwin, Ia., two 6-in.-12-duct distributors; Inkster Bros., Dickey's Siding, Ill., two 7-in.-8-duct distributors; Trans-Mississippi Grain Co., Onawa, Ia., two 6-in. and one 7-in.-8-duct distributors; Wells, Abbott & Nieman Co., Genoa, Neb., one 6-in.-10-duct distributor, Schuyler, Neb., three 8-in.-10-duct distributors; A. D. Spencer Grain Co., Barneston, Neb., one 6-in.-10-duct distributor; Farmers Eltr. & Supply Co., Ellinwood, Kan., one 6-in.-10 and one 7-in.-10-duct distributors; A. M. Ludeman, Wolcott, Ind., one 7-in.-12 and one 7-in.-8-duct distributors; Warren & Co., Ferris, Ill., one 6-in.-10-duct distributor; Edinger & Co., Louisville, Ky., three 6-in.-8-duct distributors; Goodrich Bros., Snow Hill, Ind., one 6-in.-8-duct distributor; George W. Munger, Pilger, Neb., one 7-in.-10-duct distributor; J. A. Gray, Onawa, Ia., two Hall unchokable Boots.

FIRE INSURANCE

MILL OWNERS MUTUAL FIRE INSURANCE CO.

Des Moines, Iowa.
Insures Mills, Elevators, Warehouses and
Contents. Oldest Flour Mill Mutual
in America. Saved to Members
nearly \$1,000,000.

J. G. SHARP, Secretary, Des Moines, Iowa.

The Grain Dealers National Mutual Fire Insurance Co.

C. A. McCOTTER, Secretary,
INDIANAPOLIS, IND.

Grain Elevators our Specialty.

Our Policy is most satisfactory
to Grain Dealers.

Michigan Millers Mutual Fire Insurance Co. of Lansing, Michigan.

21 Years Successful Business.

Assets.....\$958,473.31
Losses Paid.....718,556.00
Net Cash Surplus, 214,743.50

50% DIVIDENDS 1899
1900
1901

Insures Flour Mills, Grain and Elevators.

INDIANA MILLERS MUTUAL FIRE INSURANCE COMPANY

OF INDIANAPOLIS, IND.

JAN. 1, 1902.
Gross Premium Notes.....\$697,501.33
Surplus to Policy Holders.....697,351.55
Dividends Paid Policy Holders.....238,566.84
Cash Assets.....119,924.77

**MILLS AND ELEVATORS ONLY
PURELY MUTUAL**

A liberal policy issued.
Losses paid when adjusted and NO DIS-
COUNT demanded. Address,

E. E. PERRY, Secretary.

Reliable Insurance....

On Modern elevators and Contents can be
secured at about one-half the rates
charged by stock companies by addressing

MILLERS NATIONAL INS. CO.
205 La Salle Street, CHICAGO, ILL.

CHARTERED, 1865 ASSETS, \$3,380,676
NET CASH SURPLUS, \$466,595.
W. L. Barnum, Secy.

GRAIN PURIFYING

If you want full price for No. 4 oats,
If you want full price for all off-grade oats and barley,
You can get it by purifying with our System.
If you don't want full value,
Don't purify before shipment,
Then you can sell at a heavy discount, and the transfer
or terminal elevators will purify the grain and reap
the profit—just as they have been doing for years.

It is only a question as to where you
want the profit to go. We prefer to do
our own purifying before shipment, and
take the profit. For descriptive circulars
and grain samples, address

CALDWELL & BARR
EARL PARK, INDIANA.

Both our Purifier and Process for Purifying are
fully covered by U. S. Letters Patents, and while
they are beneficial to all grains, they are especially
valuable in removing mould, must, smut, fungus
and weather or water stains, bad odors and
smells from oats and barley, cooling when hot and
drying when moist, without impairing their natural
color, aroma, or germinating qualities.

The Purchase of the Hess Pneumatic Grain Driers,

To the exclusion of all other devices, by

The Armour Grain Company	Chicago
Bartlett, Frazier & Company	"
Chicago Ry. Terminal Elevator Co.	"
Chicago Dock Company	"
The Richardson Company	"
Chicago Grain Salvage Company	"
Consolidated Elevator Company	Duluth
Northern Grain Company	Manitowoc
Cleveland Grain Company	Cleveland
Udike Grain Company	Omaha
Illinois Central R. R. Company	New Orleans
Texas & Pacific Ry. Company	"
AND MANY OTHERS.	

Indicates the unanimous conviction among grain men
that the HESS DRIER is a necessary and profitable
adjunct to the grain business.

The investments by the above mentioned concerns
alone, in HESS DRIERS aggregate \$175,000.00.

New book describing the drier free.

**Hess Warming & Ventilating
Company**

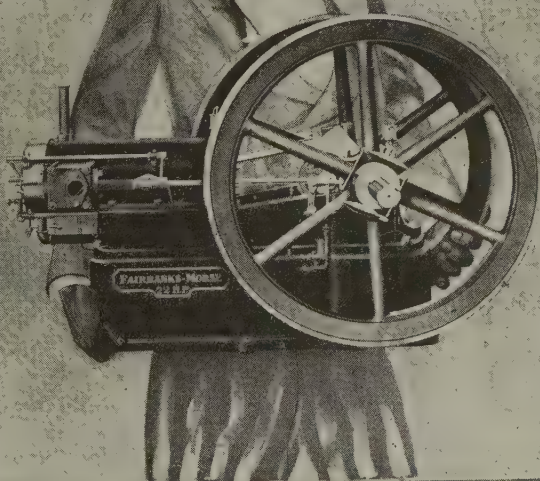
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FAIRBANKS MORSE & CO.

**GAS AND
GASOLINE
ENGINES**

STATIONARY
PORTABLE and
MARINE

CHICAGO, ILL. U.S.A.
DETROIT, CLEVELAND,
CINCINNATI, INDIANAPOLIS,
LOUISVILLE, ST. LOUIS,
KANSAS CITY, ST. PAUL,
MINNEAPOLIS, OMAHA,
DENVER, SAN FRANCISCO,
LOS ANGELES, PORTLAND ORE.



**TWO GREATEST POWERS
ON EARTH**

Wagon Loads Received

FORM 380

For the use of country grain buyers in keeping a
record of grain received from farmers.

It is 9½ x 12 inches, contains 160 pages, giving
room for records of 3,000 loads. Its column headings
are: Month, Day, Name, Kind, Gross and Tare, Net
Pounds, Bushels, Pounds, Price, Dollars, Cents and
Remarks. The book is printed on Record Linen
Ledger Paper and is well bound in strong board covers,
with leather back and corners. Price, \$1.50.

GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

Record of Cars Shipped

FORM 385

Is designed especially for the use of country shippers
in keeping a complete record of each car of grain shipped.

It contains 160 pages of Record Linen Ledger Paper,
ruled to meet the needs of the grain dealer's business. The
column headings are: Date Sold, Date Shipped, Car. No.,
Initials, To Whom Sold, Destination, Grain, Grade Sold,
Their Inspection, Discount, Amount Freight, Our Weight,
Bushels, Destination Bushels, Over, Short, Price, Amount,
Freight, Other Charges, Remarks.

The book is 9½ x 12 inches and has spaces for recording
the foregoing facts regarding 2,400 carloads. It is well
bound in strong boards with leather back and corners.

Price, \$1.50.

GRAIN DEALERS COMPANY

255 La Salle Street, CHICAGO, ILL.

The Old and the New—An Elevator of '61.

While many old-fashioned grain elevators can be found in the eastern states, it is too often the case that their decay is coincident with a decline in the grain production of the surrounding country. Accordingly most of the substantially built old-time grain warehouses have been converted into creameries, factories and what not.

In the Western Reserve, however, where grain still is the mainstay of the farmer, we find the old elevators, with their heavy timbers and wide boards, still in use. At good grain stations the old warehouses are taken down and rebuilt, as at Kirkwood, Ohio. Our engravings, reproduced from photographs, show the old house built in 1861 and the new elevator erected in 1901.

Originally the old elevator had two stories. A third was added, and a crib built on another lot, with steam power to handle the corn, the house having been built for wheat and oats. The larger gable made room for the sweep which ran the elevator that came up in the small gable. In the garret just under the roof was the faithful horse that furnished the power for the stand of elevators with its 5-inch buckets. In later years no use was made of the machinery, the wheat being stored only on the lower floor or loaded direct into cars. Oats were hoisted by rope and man power. It took four men half or three-quarters of an hour to put up an ordinary load. The storage capacity was 8,000 bus.

When purchased by T. B. Marshall a small engine was installed on the second floor, and gave the old elevator an unwanted hum. Still it took half a day to load a car from the upper spout direct from the head of the elevator.

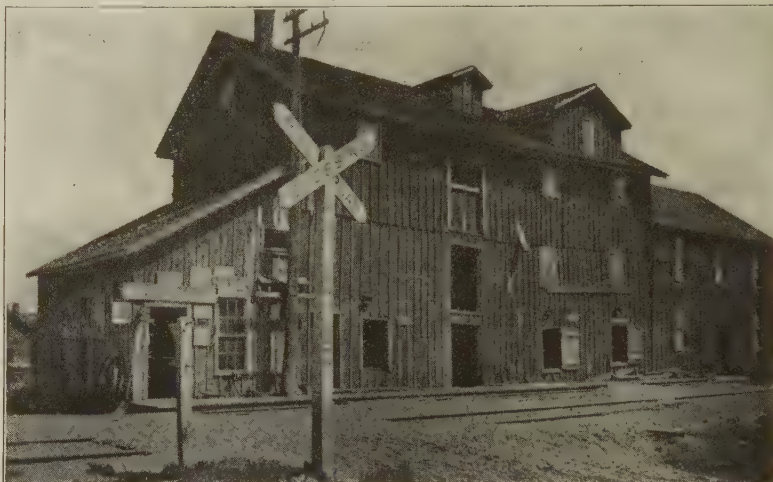
to tear down the old building and erect a modern elevator on the site, as shown in the engraving herewith. The old annex was saved and moved to the left and contains the office, scales and sack room.

The elevator is 36x42 ft. and 73 ft. high. The cribbed part is 24x36, of 2x6 hemlock, containing 9 bins of 1,600 bus. capacity each. The sides are covered with iron, the roof with slate. The crib holds 6,000 bus. Ample power is furnished by 50-h. p. boiler and 35-h. p. engine. The Ideal Loader will fill a car in 50 to 90 minutes. The sheller will handle 300 to

Decision of the Arbitration Committee of the Indiana Grain Dealers Association.

Submitted to the Indiana Grain Dealers Association Committee on Arbitration May 13th, 1902, by personal testimony.

This is a case wherein the plaintiff A bought of the defendant B two elevators with the understanding, admitted by both,



Old Elevator Built in 1861, at Kirkwood, Ohio.

400 bus. per hour. A hopper scale of 200 bus. capacity is placed on the working floor.

One man in ordinary times will handle 1,000 to 1,500 bus. per day, and when the

that the elevators were to be cleaned up as soon as possible after completion of the deal. Owing to shortage in car supply, defendant was unable to get all of the corn out of one of the elevators at the time that plaintiff desired possession.

The testimony brought out the fact that defendant had cleaned up all the cribs, and had some shelled corn left in the bins on March 2d. On that date plaintiff and defendant agreed that all corn bought from then on should be for the plaintiff's account, and that he was to take it off the hands of defendant when full possession of the elevator was given.

The books of plaintiff showed that final invoice was made on March 21st, and settlement made with defendant in full for all corn bought between March 2d and 21st at the prices paid by defendant.

Plaintiff claimed that he was to have received sound merchantable corn, and that the corn got out of condition and caused him great loss. Defendant maintained that there was no agreement as to condition or grade, and that the corn was all bought for the account of the plaintiff.

The finding of the committee follows:

May 13th, 1903.

We, the Arbitrating Committee of the Indiana Grain Dealers Association, composed of Robt. Bell, A. E. Hartley and Robt. Alexander, in considering the evidence in the case between A, plaintiff, and B, defendant, find as follows:

First: We do not dispute A's belief that he was to get merchantable corn. Still, we do not find that there was any evidence of a definite agreement on the grade or condition of the corn. Had there been any agreement on the grade or condition of the corn, it would have been proper to have made immediate complaint, instead of waiting for a lapse of about five weeks, after said corn was found to be out of condition. Also, if such an agreement was thoroughly understood by A, he should have notified B immediately, and thus allowed B to make disposition before shipping the corn, or any part of it. We also are of the opinion that C, act-



New Elevator of T. B. Marshall at Kirkwood, Ohio.

When the corn crib and machinery, not shown in the picture, was burned two years ago by a spark from a passing engine, Mr. Marshall seized the opportunity

rush comes another is employed. Mr. Marshall is well pleased with his new arrangements, and would not go back to the "good old times."

ing for A, was negligent in his inspection and acceptance of the corn.

We do not feel as if B intended to take any advantage of A, but the evidence shows that A was over-confident and did not use proper business judgment in exacting a full inspection of said corn before accepting same and making full settlement.

The evidence shows that the only corn that the Committee can see that was in dispute was taken in between March 2d and 7th, inclusive. This is substantiated by M's statement that B and A were undecided who was to issue the checks on corn bought for A, and that it was finally agreed that B would issue his checks and A would take the corn off his hands and give one check for it, as was shown by the books.

The committee is disposed by the testimony of S to allow and award A the difference between price paid to W and 30c per bushel, which is equal to 9c per bushel, or a total of \$23.43 on all corn bought between March 2d and 7th from W.

Robert Bell,
A. E. Hartley,
Robert Alexander,
Committee.

Shucks.

Never throw mud at a competitor. You might miss him, and anyway your hands will be dirty.

"Corners" in wheat or corn are such expensive luxuries that they cannot be indulged in oftener than once in five or six years.—Millers Review. That is right. Even then it breaks some who buy.

France produces six times as much wheat as rye. Even in time of crop failure the French will have none of the despised rye, preferring to import wheat at a fancy price, as in 1897.

Teacher—"Johnny, of course you know what a scoop shoveler is?" Johnny—"Yes, ma'am; one lives next door to us." Teacher—"Well, then, please define the word." Johnny (son of Grain Dealer)—"I can't, teacher; dere is young ladies in de class."

A highly civilized people will not endure the drudgery and isolation coincident

with the raising of corn (grain) preferring to pay the peasant races of Russia, the Danubian Principalities, Argentina, or the immigrants who settle on the prairies of western America to do the work for them.—Geo. J. S. Broomhall.

Perfection Grain Drier

Conditions Corn, Oats, etc.

REFERENCES:

Babcock & Hopkins, Rensselaer, Ind.

Caldwell, Barr & Co., Earl Park, Ind.

Ross & Ross, Chalmers, Ind.

Tweeddale
& Harvey,

ROOM 905, 303 DEARBORN ST., CHICAGO

PURIFIED GRAIN

Commands a premium in every market, which is perfectly natural. All trace of smut, must and mold odors, also water stains, are entirely removed.

Ten years experience in operating and building purifiers has shown us what is needed to do successful and practical work. Our experience should be worth something to you.

The American Grain Purifier Constructing Co.

DAVENPORT, IOWA, or KENTLAND, IND.

EDWARD HINES, President

L. L. BARTH, Vice-President

C. F. WIEHE, Secretary

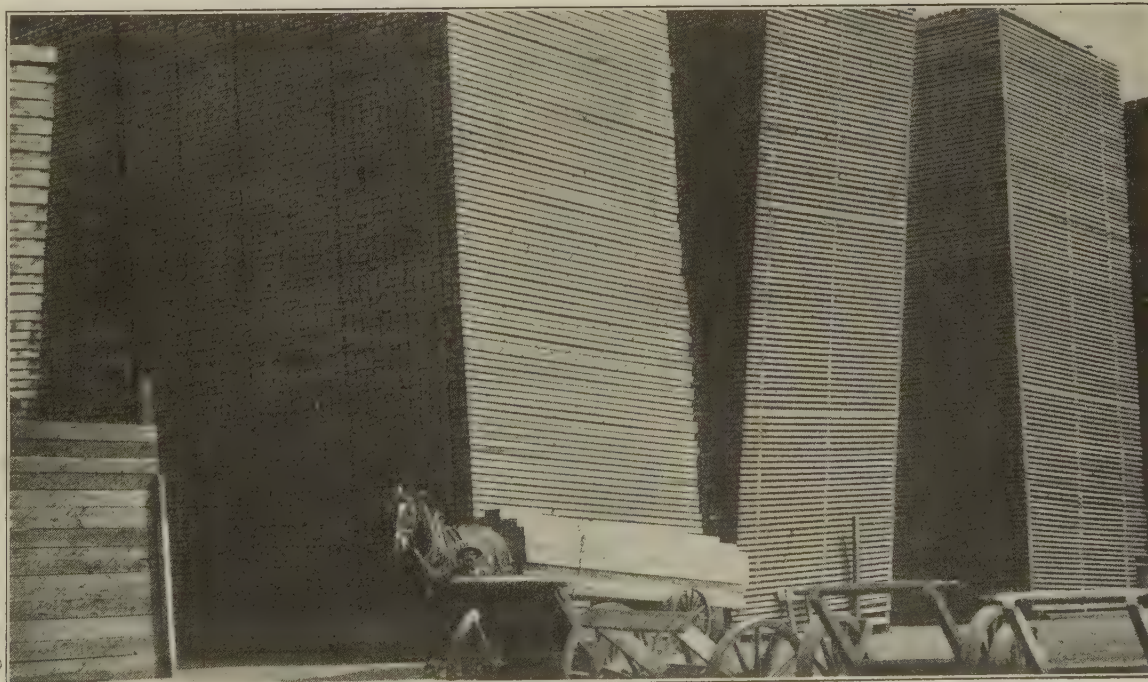
EDWARD HINES LUMBER CO.

Long Distance Telephone
"Canal" No. 349

CHICAGO, ILL.

Correspondence solicited and
answered same day received.

We conduct the largest lumber yards in the world



Headquarters for anything in the lumber line

The above view should be convincing evidence that we have the stock on hand to supply your wants with. We have 70,000,000 feet of it continually on hand—this, and our most complete equipment for prompt service, at your command. Let us hear from you when in the market.

Suits— Decisions

W. S. Cargill has been given judgment against the Listman Mill Co. at La Crosse, Wis., for \$213 for failure to deliver 400 tons of screenings.

Judge McLean of the New York Supreme Court has decided that the New York Produce Exchange has the right to expel a member who has been accused by another member of having dealt with an irregular syndicate.

Where goods are not demanded by a consignee immediately after their arrival at their destination the carrier is liable only as a warehouseman.—*St. Louis & S. F. R. Co. v. Akers*. Court of Civil Appeals of Texas. 73 S. W. 848.

Edgar A. Storer has brot suit against the Franklin Elevator & Grain Co., Columbus, O., to recover \$731 damages for alleged breach of contract in failing to ship 2 cars of sound corn to Anderson, S. C. It is alleged the corn shipped was unsound.

Where a person agrees to work on the land of another for a share of the crop, the cropper cannot convey a legal title to his share of the crop to a third person before an actual division and appropriation. *McNeely v. Hart*, 32 N. C. 63, 51 Am. Dec. 377.

A consignee of freight was not excused from noncompliance with his duty to unload it from the cars within the time stipulated in the bill of lading by reason of the extreme condition of the weather. *Darlington v. Mo. P. Ry. Co.* Court of Appeals at St. Louis, Mo. 72 S. W. 122.

Where a contract for the sale of a machine provides that a retention of the property without complaint or a failure to give a stipulated notice of defects shall amount to a satisfaction of the warranty, such retention without complaint satisfies the warranty. *Case v. Hall*. Court of Civil Appeals of Texas. 73 S. W. 834.

McLane, Swift & Co., of Battle Creek, Mich., have been given judgment against the Botsford Elevator Co., of Port Huron, Mich., for \$5,000 damages on account of the burning of 15 cars of oats in the elevator after the Botsford Elevator Co. had been several times requested to ship the oats. The insurance had expired.

In a suit by a landlord against the tenant for advances made to enable the tenant to get out a crop, a distress warrant was obtained, but there was no seizure thereunder, and the judgment in favor of the landlord was a personal one against the tenant, and did not foreclose the landlord's lien. Held that the failure to foreclose the lien was a waiver thereof. *Bond v. Carter*. Court of Civil Appeals of Tex. 73 S. W. 45.

The validity of transactions in grain futures on the Chicago Board of Trade have been again affirmed by the Supreme Court of Illinois in the suit of Naomi Gullett against John A. and Chas. D. McAyeal to recover on a note for \$1,000 given in settlement of dealings on the Board. In an action on a note by a legatee thereof, payable to her testator, defendants set up that it was given in settlement of a gambling debt. There was evidence tending to show that testator dealt on the Board of Trade for defendants.

Held, that plaintiff was properly permitted to introduce in evidence the rules of such Board of Trade. The transactions made by testator for defendants would be presumed to be in conformity to such rules, in the absence of any other agreement or understanding. 66 N. E. 1048.

If the intent in starting a shipment from a point without the state of Texas was that the final destination should be at a point within the state, and such purpose was not abandoned, the shipment would be an interstate one, though there were temporary breaks by transfers from one carrier to another, and a rebilling at each transfer. *Gulf, C. & S. F. R. Co. v. Fort Grain Co.* Court of Civil Appeals of Texas. 73 S. W. 844.

A railroad corporation which had the control and management of a switch running from its line to appellant's quarry could not lawfully refuse to receive and transport freight belonging to appellees, owners of a near-by quarry, to and from such reasonable points along the line at which they could lawfully ship or receive it. *Bedford-Bowling Green Stone Co. v. Oman & L. & N. R. Co.* Court of Appeals of Ky. 73 S. W. 1038.

A railroad corporation permitted a lumber company to connect its private logging track with one of its own tracks. The lumber company ran its engine onto one of the railroad company's tracks to get some logging cars and take them away into the woods for loading. While on the railroad company's tracks, the lumber company's engine, which was defectively equipped, set fire to property of plaintiff, piled near by. Held, that the railroad company was liable. *Jefferson v. Chicago & N. W. Ry. Co.* Supreme Court of Wisconsin. 94 N. W. 289.

In an action on a broker's bond, the petition averred that, under the arrangement between the parties, it was the duty of the broker to safely keep the goods shipped him by plaintiffs until they should be sold for cash, after which it was his duty to promptly remit to plaintiffs on every Monday night the money received during the previous week. Held to sufficiently aver that the goods were sent to the broker to sell, and remit the proceeds to plaintiffs, which would constitute him, in law, their broker. *W. R. Merkley & Son v. U. S. Fidelity & Guaranty Co.* Court of Appeals of Ky. 73 S. W. 1126.

A mutual insurance company may suspend or cancel a policy of insurance issued to one of its members, for nonpayment of an assessment or premium, where its by-laws and the policy provide for such action. When the policy has been canceled, and notice of that fact has been given to the assured and the agent, and a considerable time thereafter the building described therein is destroyed by fire, the company cannot be compelled to accept payment of the premium, reinstate the policy, and thus render itself liable for the loss. *Merchants & Manufacturers Mut. Ins. Co. v. Baker*. Supreme Court of Neb. 94 N. W. 627.

Where words used in correspondence relating to the exportation of grain were unusual technical trade terms, parol expert evidence as to the meaning of such terms was admissible. Where, in an action on a contract for the exportation and sale of corn, a custom of the trade, which limited the cargo to 10 per cent under or over the amount stipulated for, and entitled the consignee to reject the cargo if such percentage was exceeded either way, was shown to have been as extensive and general as the trade itself, and defendant

was familiar with the customs of the business, he was bound by such custom. *Heyworth v. Miller Grain & Elevator Co.* Supreme Court of Missouri. 73 S. W. 498.

A custom, to be good, must be general, uniform, certain, and notorious; and, to be binding on parties to a transaction, must be distinctly known to them, or so universal and general in its character that knowledge may well be presumed. Where a contract is made as to a matter about which there is a custom well established, such custom is to be understood as forming a part of the contract, and may always be referred to for the purpose of showing the intention of the parties in all of those particulars which are not expressed in the contract. But evidence of custom, however, is never admissible to oppose or alter a general principle or rule, so as to make the rights and liabilities of parties other than they are at law. *Southwestern F. & C. Press Co. v. Stannard*, 44 Mo. 7, 100 Am. Dec. 255.

Defendant owned a flouring mill, and in connection therewith an elevator, in which wheat of varying grades was received from different owners for storage without charge, commingled in a general bulk, and taken out by defendant both for sale and for manufacture into flour. Defendant would return to depositors, at their option, wheat, or its market value in flour or bran or cash, but no return of the identical wheat delivered was expected or made. Plaintiff and his assignors received slips of paper containing the name of the party delivering the wheat, the date, and the quantity delivered. The evidence showed that plaintiff was to receive flour and bran for his wheat, and his assignors were to be paid in cash at the market rate. The elevator and the wheat therein were destroyed by fire. Held to constitute a sale. *Potter v. Mt. Vernon Roller Mill Co.* Court of Appeals at St. Louis, Mo. 73 S. W. 1005.

Corn was shipped from Hudson, S. D., to Texarkana, Tex., with the privilege of inspection and transfer at Kansas City, under a through, prepaid B/L. On arrival at Kansas City the corn was unloaded and placed in elevators for sacking and cleaning, and transferred to other cars and shipped to Texarkana. The corn was sold to the Samuel Hardin Grain Co. at Kansas City for delivery in Texarkana, and was by them sold to the ultimate consignees at Goldthwaite, Tex. On the arrival of the corn at Texarkana the agent of the H. Co. at that place transshipped the corn in the same cars, under a new B/L, to the purchasers, at G. There was no evidence that the stoppage in Kansas City was colorable, merely, or that the transshipment at Texarkana was a mere pretext to avoid the operation of the interstate commerce law, and to obtain a lower freight rate to G. Held, that the interstate shipment terminated at Texarkana, and that the further shipment to G. was intrastate business, for which defendant was only entitled to charge the rate fixed by the Texas Railroad Commission. *State of Texas v. Gulf, Colo. & Santa Fe Ry. Co.* Court of Civil Appeals of Texas. 73 S. W. 430.

Robert N. Belshe, landlord, brot suit against F. B. Batdorf in a justice court of Grundy County, Mo., to recover the value of corn sold by his tenant, Chas. Lamp, while rent was unpaid. Plaintiff learned that the lessee was selling and delivering a part of the corn crop to the defendant, whereupon he called to defendant over the telephone and asked him if he was buying corn of tenant, and at the same time informed him that the tenant

had not paid plaintiffs their rent, and telling defendant not to pay tenant until he (the plaintiff) had seen him. Defendant answered, "Certainly," or words to that effect. Proof was made of the number of bushels defendant bought and received of the tenant and its value. When defendant was testifying he was asked if he did not know that the corn he got from Lamp had been grown upon plaintiff's premises, to which inquiry he answered: "I did not see him gather it. I just knew I was getting corn from Lamp. I did not know where he gathered it." In section 4123, Missouri Rev. St. 1899, it is provided: "If any person shall buy a crop grown on the demised premises upon which any rent is unpaid, and such purchaser has knowledge of the fact that such crop was grown on demised premises, he shall be liable in an action for the

value thereof to any party entitled thereto, or he may be subject to garnishment at law in any suit against the tenant for the recovery of the rent." The decision of the court was in favor of the landlord on all points. The court said, in reviewing an appeal from the circuit court: The landlord's lien against the crop grown exists for a period of eight months after rent becomes due and payable, and no longer; but it does not necessarily follow that he must, in order to render a purchaser of the crop with knowledge of such lien liable, commence his action against such purchaser within the time in which the lien exists. In order to enforce his lien against the crop itself, he must proceed to enforce it during the life of the lien. The statute was enacted for the purpose of giving landlords a reasonable time in which to secure their rents,

and the limitation as to time in which the lien should exist was to prevent unnecessary restraint of trade. But no good reason can be assigned why a purchaser during the life of the lien, with knowledge that the crop purchased was grown upon the premises of the landlord, should not be liable to the landlord at any time after such purchase and before the statute of limitation would bar his right of action. In such cases the landlord's cause of action would accrue during the life of the lien, and there is no statute requiring him to bring suit within any specified time, save the statute of limitations. *Belshe v. Batdorf*. Court of Appeals at Kansas City, Mo. 73 S. W. 888.

Corn and cob meal will give fully as good results as pure corn meal without the cob.—Iowa Experiment Station.

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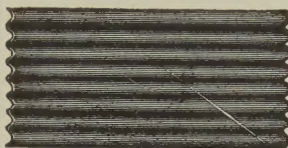
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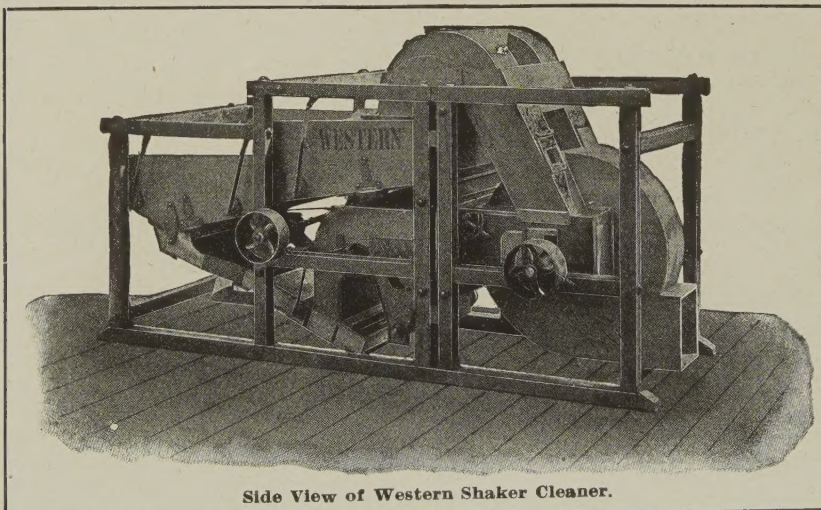
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Illinois has appropriated \$5,000 for a good roads committee. Other states should follow a good example.

The Odessa Board of Trade contemplates forming a Cereal Exchange with arbitration as a leading feature.

At the annual meeting of the Liverpool Corn Trade Association, held Apr. 22, the following were elected directors: Herbert P. Harrison, J. M. Reid, Geo. Ward, J. Herbert Vernon, C. A. Kruger and Alexander Blyth.

Exporters on the Atlantic coast have sold many millions for Aug., Sept. and Oct. shipment—against paper contracts made in all the Western winter wheat markets. If anything went wrong with the American crops what would happen? —Pope & Eckhardt Co.

Numerous complaints of Hessian fly in the Kansas wheat, but it is a well settled conviction with the dealers here that the more fly appears the larger will be the yield, and they claim that experience has demonstrated this fact.—Pope & Eckhardt Co.

Exports of corn oil for the 9 months prior to Apr. 1, as reported by O. P. Austin, chief of the bureau of statistics, amounted to 2,855,000 gallons; compared with 3,143,000 gallons for the corresponding period of 1901-2 and 3,034,000 gallons for 1900-1.

There are times when a new crop moves faster than the railroads can handle it, faster than elevators can buy it, than millers can grind it, than exporters will buy it. The speculative element helps in some degree in sustaining prices at times when if there were no speculation and no system of selling for future delivery, and no one bought wheat except for immediate requirements prices would decline very heavily under pressure of the farmers' offerings of wheat.—James Marshall, President Minneapolis Chamber of Commerce.

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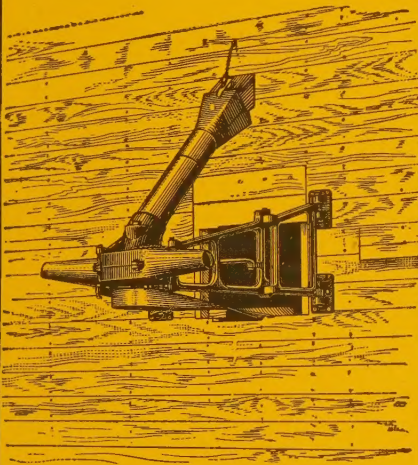
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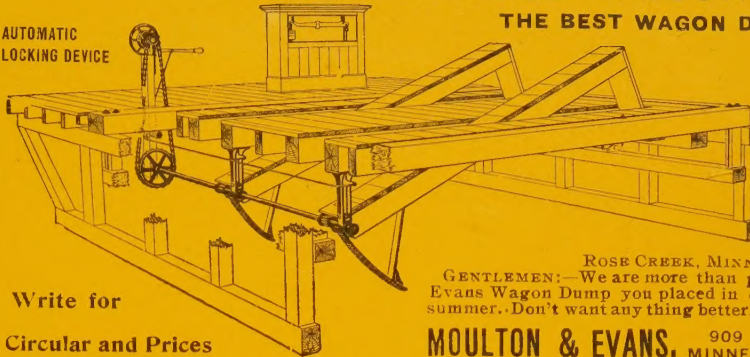
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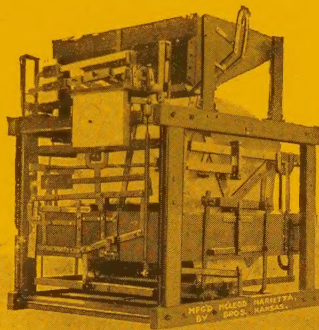
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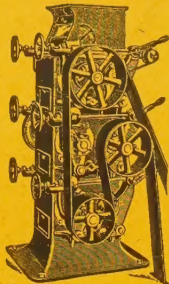
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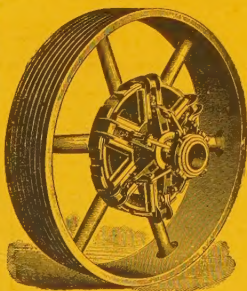
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